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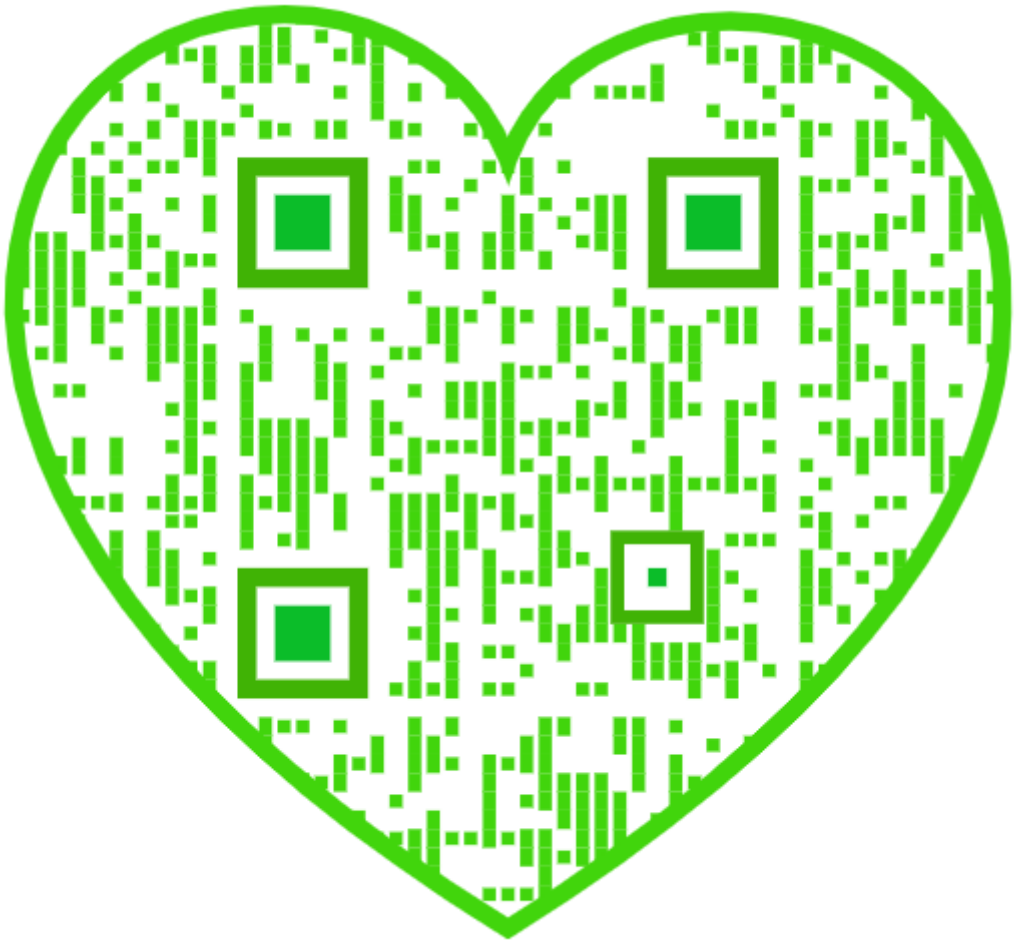

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Master Negative Storage Number

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CONTENTS OF REEL 173

1) The Tobacco world, v. 34, 1914
MNS# PSt SNPaAg173.1

Title: The Tobacco world, v. 34

Place of Publication: Philadelphia, Pa.

Copyright Date: 1914

Master Negative Storage Number: MNS# PSt SNPaAg173.1

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090 20 Microfilm D344 reel 153.1-190.5 $cmc+(service copy, print master, archival master) $s+U22V1X1902-U22V20X1902+U22V22X1902-U22V33X1902+U22V35X1902-U22V51X1902+U22V53X1902-U24V42X1904+V24V44X1904-U25V44X1905+U25V46X1905-U26V42X1906+U26V44X1906-U26V48X1906+U26V50X1906+U27V1X1907-U28V11X1908+U28V13X1908-U63V6X1943+U65V1X1945-U65V12X1945
130 0 Tobacco world (Philadelphia, Pa.)
245 14 The Tobacco world
260 Philadelphia, [Pa. $bs.n.]
300 v. $bill. $c38 cm.
310 Monthly $bApr. 1936-
321 Weekly $b<1902>-1909
321 Semimonthly $bJan. 1910-Mar. 15, 1936
500 Description based on: Vol. 22, no. 1 (Jan. 1, 1902); title from caption
500 Published by Tobacco World Corp., Philadelphia, Pa., <19__>-
500 Some combined issues
500 "Devoted to the interests of importers, packers, leaf dealers, tobacco and cigar manufacturers and dealers."
500 Occasional missing and mutilated pages
515 Vol. 22, no. 38 (Sept. 17, 1902) mismarked as v. 22, no. 37; vol. 52, no. 14 (July 15, 1932) mismarked on cover as v. 54, no. 14
533 Microfilm $mv.22,no.1 (1902)-v.22,no.20 (1902),v.22,no.22 (1902)-v.22,no.33 (1902),v.22,no.35 (1902)-v.22,no.51 (1902),v.22,no.53 (1902)-v.24,no.42 (1904),v.24,no.44 (1904)-v.25,no.44 (1905),v.25,no.46 (1905)-v.26,no.42 (1906),v.26,no.44 (1906)-v.26,no.48 (1906),v.26,no.50 (1906),v.27,no.1 (1907)-v.28,no.11 (1908),v.28,no.13 (1908)-v.63,no.6 (1943),v.65,no.1 (1945)-v.65,no.12 (1945) $bUniversity Park, Pa. : $cPennsylvania State University $d1998 $e38 microfilm reels ; 35 mm. $f(USAIN state and local literature preservation project. Pennsylvania) $f(Pennsylvania agricultural literature on microfilm)
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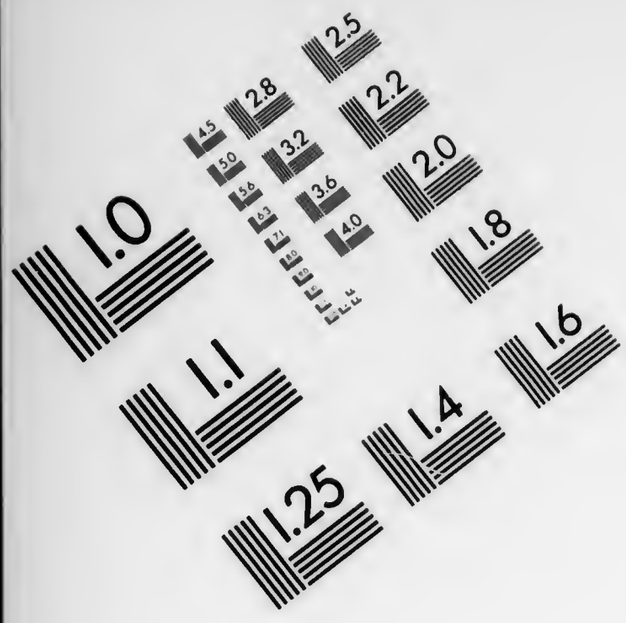

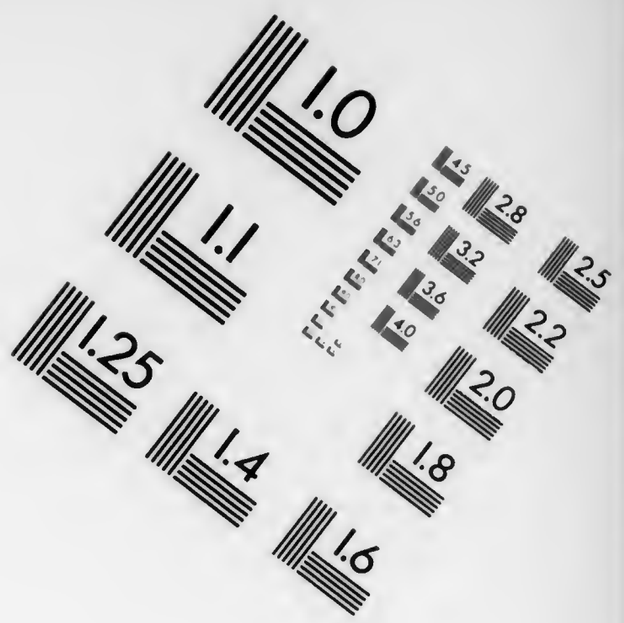

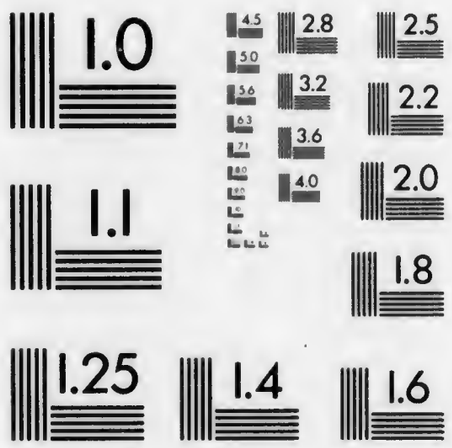

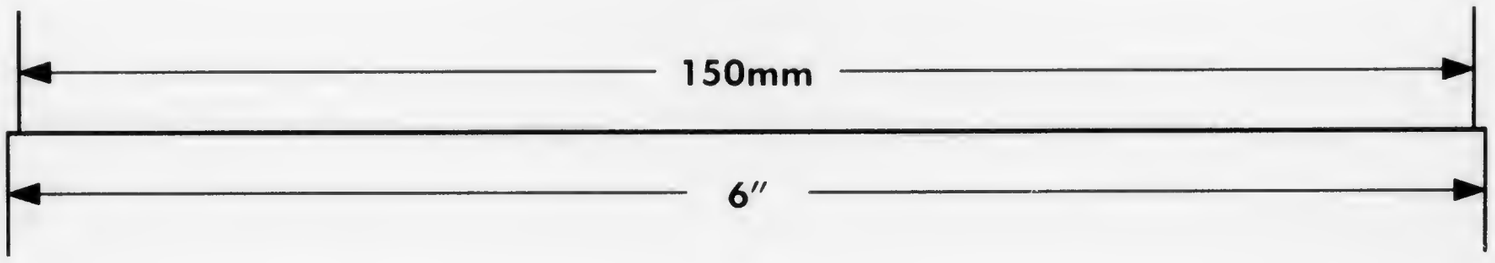

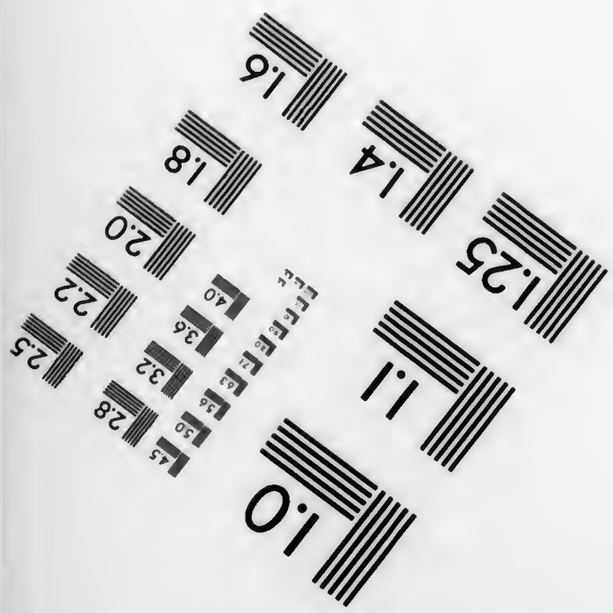

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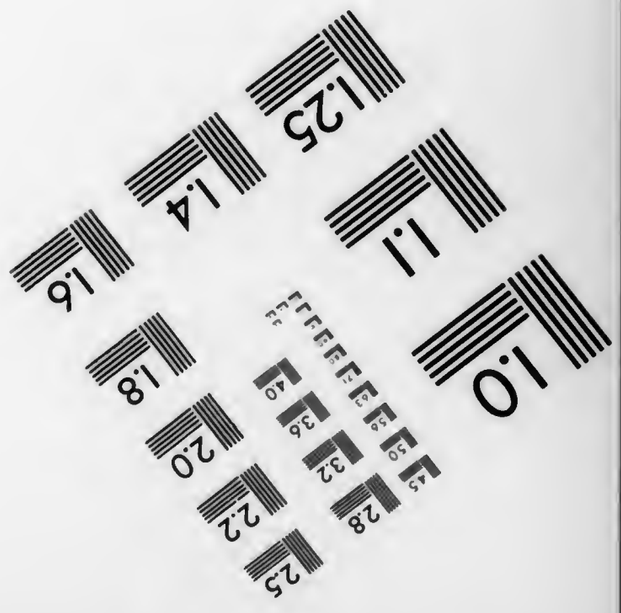

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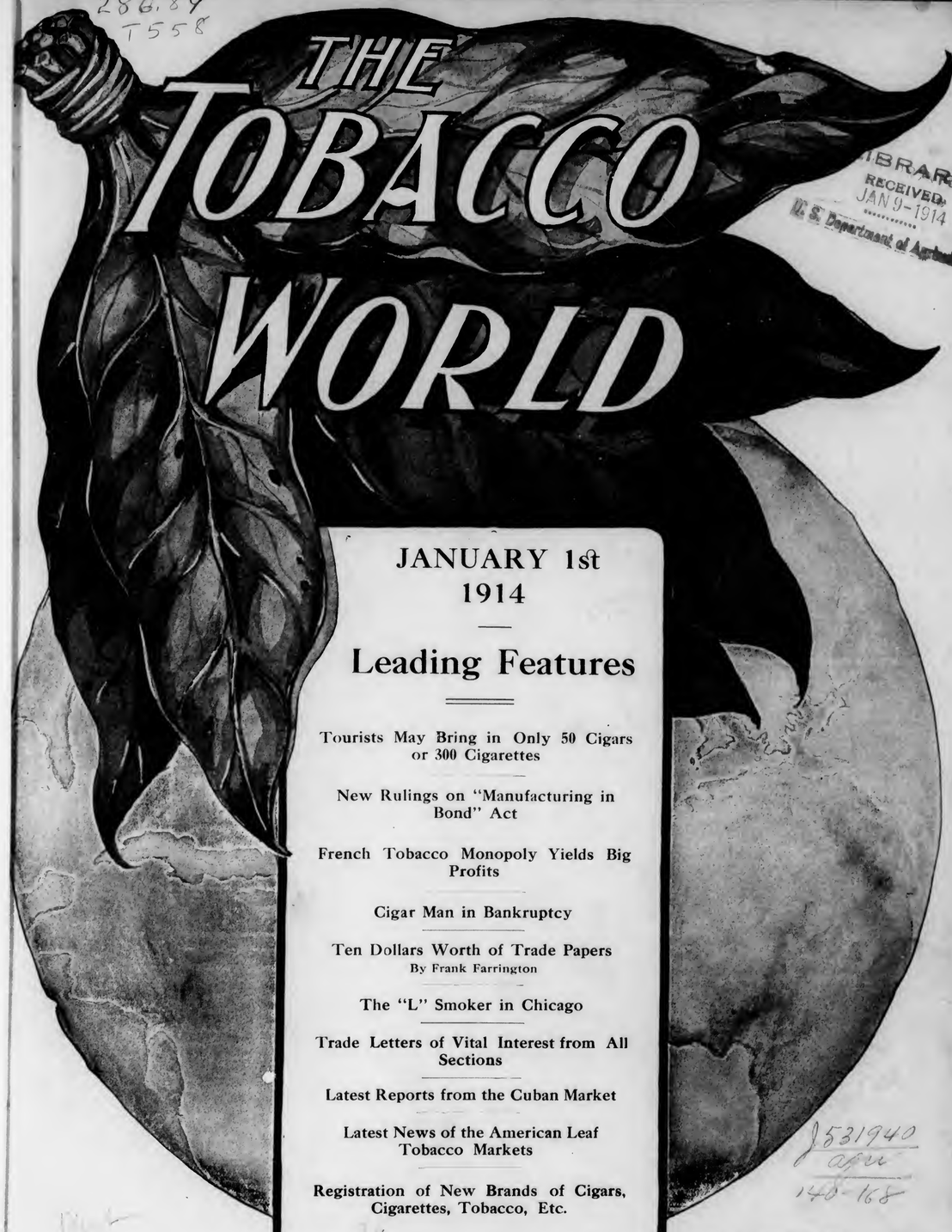

JANUARY 1st
1914

Leading Features

Tourists May Bring in Only 50 Cigars or 300 Cigarettes

New Rulings on "Manufacturing in Bond" Act

French Tobacco Monopoly Yields Big Profits

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By Frank Farrington

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Latest Reports from the Cuban Market

Latest News of the American Leaf Tobacco Markets

Registration of New Brands of Cigars, Cigarettes, Tobacco, Etc.

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ESTABLISHED 1881

Vol. XXXIV No. 1

PUBLICATION OFFICES: 236 Chestnut Street, Philadelphia

F. C. LOZANO J. M. LOZANO

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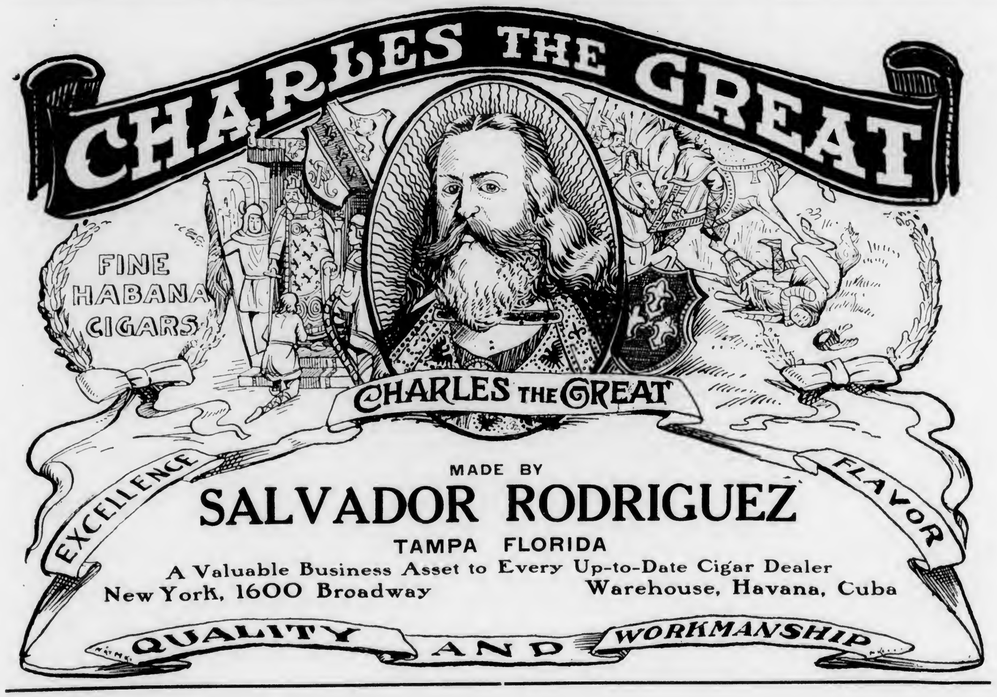
Makers of the Famous "F. Lozano" Brand

FACTORY: TAMPA, FLORIDA

OFFICE: 437 FIFTH AVENUE, NEW YORK



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TAMPA FLORIDA

A Valuable Business Asset to Every Up-to-Date Cigar Dealer

New York, 1600 Broadway Warehouse, Havana, Cuba

BEHRENS & CO.

HAVANA, CUBA

Manufacturers of the "SOL" Brand

SOL HABANA

Finest Vuelta Abajo Tobacco Exclusively

No Better Goods Made
Quality Always Reliable

MAX SCHATZ, Sole Representative for the United States

82 Maiden Lane, New York City

Best 10c Cigar in 1869—Since and Now

"La Flor de Portuondo"

Londres Grandes

¶ First introduced to the trade in 1869 by the late Juan F. Portuondo, one of the pioneers of cigar manufacturing in the Quaker City.

¶ The superior quality and workmanship of these goods, which made their maker famous from coast to coast, has been maintained ever since and is typified in the above brand, a Havana filled, Sumatra wrapped cigar of most excellent flavor.

Juan F. Portuondo

Cigar Mfg. Co., Philadelphia

Makers of High-Grade "Union-made" Cigars Only

I. TEITELBAUM & CO.

CLEVELAND, OHIO

WHY NOT INCREASE YOUR BUSINESS BY FEATURING ONE OF THESE BRANDS?

For Gentlemen of Good Taste

San Felice CIGARS

The Deisel-Wemmer Company

LIMA, O.

The Original and Genuine

Central Union

Smoking Tobacco in a New Cut

Packed in a Pocket-proof Package

1½ ounces—5 cents

United States Tobacco Co.

RICHMOND, VA.

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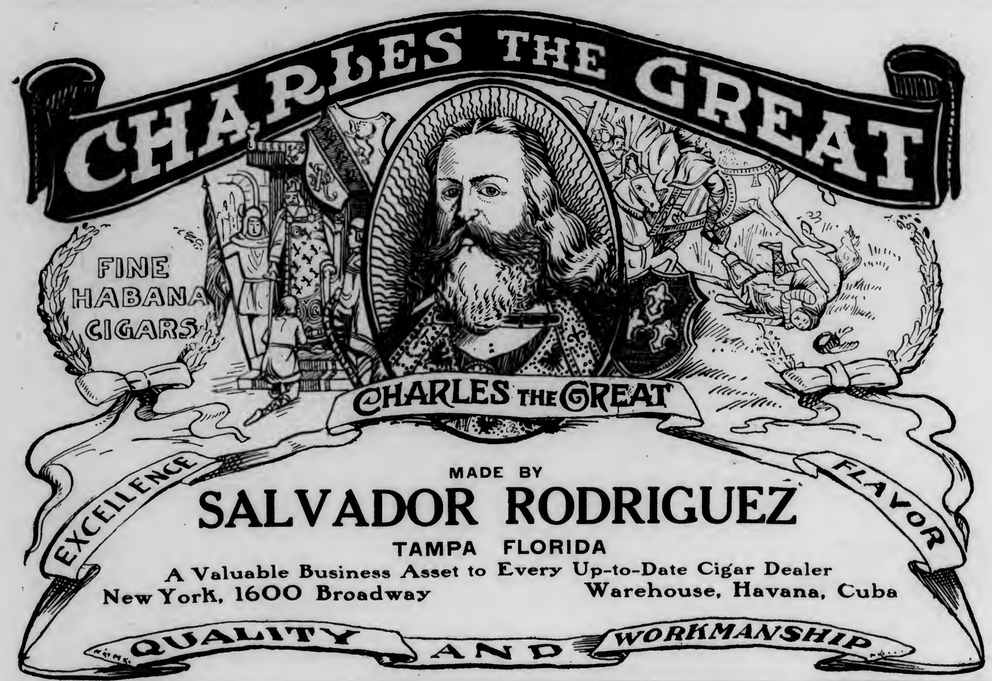

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Smoking Tobacco in a New Cut

Packed in a Pocket-proof Package

1½ ounces—5 cents

United States Tobacco Co.

RICHMOND, VA.

INTENTIONAL SECOND EXPOSURE

EISENLOHR'S
Cinco
CIGARS
PHILADELPHIA

Henry the Fourth

Highest Grade Clear Havana Cigar

Bustillo Bros. & Diaz

FACTORY: TAMPA, FLA.

Office: 257-265 Fourth Ave., New York

Kings Club Cigars

Are ready for the test. Ready to prove their quality and trade-winning points. Every sale productive of a steady customer.

¶ Tampa Hand Made
Finest Havana Tobacco

PEDRO CASTRO & CO.
TAMPA, FLA.

LOUIS G. SMITH & Co., 52 Beaver St. New York, Distributors

LOS REYES DE ESPAÑA

Clear Havana Cigars

Made From Choice Tobaccos by Skilled Workmen

Lopez Hermanos & Co.

Factory: Tampa, Florida

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HONESTLY ADVERTISED NOT MISLEADING

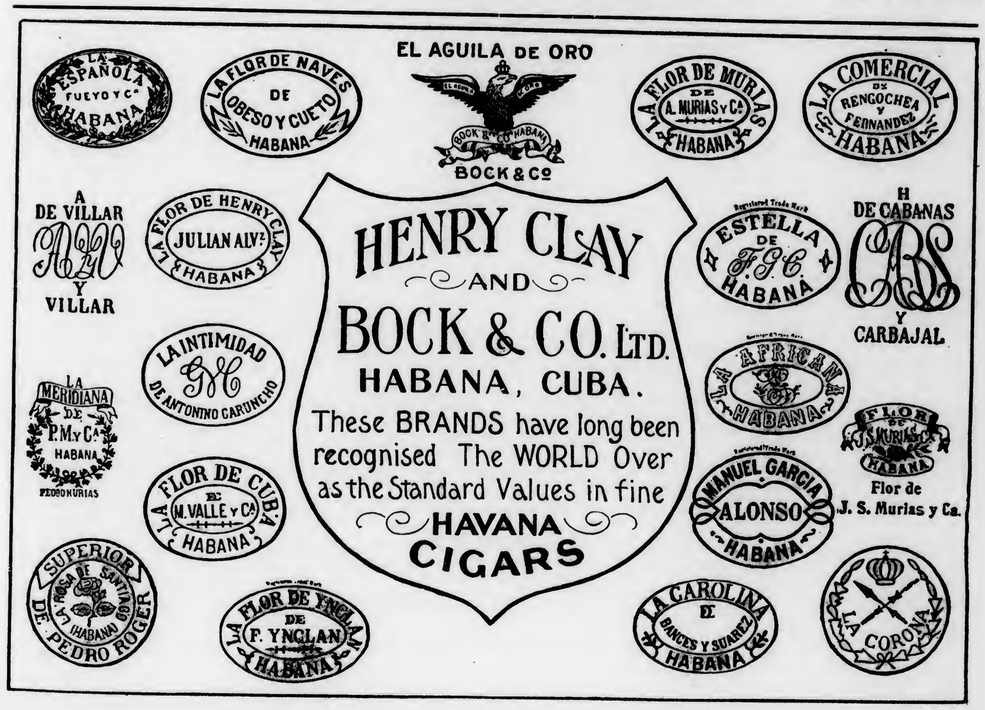
LA SARAMITA

Broadleaf
Wrapped
Havana
Cigars

Real Havana
Tobacco
Skillfully Blended

Pre-eminent
by Comparison

THE SHIELDS-WERTHEIM COMPANY, Cleveland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EL AGUILA DE ORO
BOCK & Cº
LA FLOR DE MURIAS DE A. MURIAS Y Cª HABANA
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A DE VILLAR Y VILLAR
LA FLOR DE HENRY CLAY JULIAN ALVEZ HABANA
HENRY CLAY AND BOCK & CO. LTD. HABANA, CUBA.
These BRANDS have long been recognised The WORLD Over as the Standard Values in fine HAVANA CIGARS
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LA INTIMIDAD DE ANTONINO CARONCHO
LA AFRICANA HABANA
LA MERIDIANA DE P.M.Y Cª HABANA PEDRO MURIAS
FLOR DE J.S. MURIAS HABANA
Flor de J. S. Murias y Ca.
FLOR DE CUBA DE M. VALLE Y Cª HABANA
MANUEL GARCIA ALONSO HABANA
SUPERIOR DE PEDRO ROGER
FLOR DE YNCLAN DE F. YNCLAN HABANA
LA CAROLINA DE BANCES Y SUAREZ HABANA
LA CORONA

TO THE DISCRIMINATING BUYER:

If Not!—Why Not?

RUY LOPEZ TRADE MARK KEY WEST CIGARS

That's All!

RUY LOPEZ CA.

MAKERS OF

Only Clear Havana Cigars

New York Office: 86-88 Fulton Street

The loyal support accorded to us during

1913

is evidence that cigars of quality and equitable methods are cardinal business virtues that bring as their reward

SUCCESS

Through the means of this announcement we wish to thank our customers throughout this broad land, for the favors received from them during the past year.

We pledge our earnest efforts towards producing cigars, during the coming year, that will still further increase our business with each customer.

With our wishes for prosperity, we pledge endeavors to continue our pleasant relations during the year

1914

JEITLES & BLUMENTHAL, Ltd.
119-121-123 S. 11th Street

STAG TOBACCO

In addition to the handy, half-size 5¢ tin, is now packed in Full-Size 10¢ tins

Also put up in ½ pound and pound humidors

EVER-LASTING-LY GOOD

COPENHAGEN

Chewing Snuff

We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

WEYMAN-BRUTON COMPANY

50 Union Square North **New York, N. Y.**

INCREASE YOUR SALES IN 1914

BY STOCKING

"Our Principal"

A Nickel Cigar of Merit

Smokes Well
Sells Well
Pays Well

TRY THIS LINE

"Our Principal" Cigars give the retailer good profits, and the smoker complete satisfaction.

Back of **"Our Principal"** brand stand our principles. We believe in putting honest goods in our cigars, we manufacture under the most sanitary conditions.

More dealers sold our leading brand in 1913 than ever before. We will make a new record in 1914.

Write to-day for terms.

J. W. BRENNEMAN, Manufacturer, Millersville, Pa.

TO THE TRADE. May your prosperity continue throughout the ensuing year, and many years to come.

We know the "44" and ADLON Cigars will assist you in this prosperity, as it has done for many successful distributors during the past 20 years.

"44" Cigar Company.

10c. **GENUINE** 15c.

HENRY IRVING HABANA SEGARS

Made in the honest old-fashioned way by

John W. Merriam & Co.
139 Maiden Lane
New York

BAYUK BROTHERS

FIVE CENT CIGAR

PHILADELPHIA

CRESSMAN'S COUNSELLOR 5¢ CIGAR

Countless Consumers Confidently Consume Cressman's "Counsellor"

or, in other words, "they appreciate the 'real thing' in a cigar when they strike it." Quality considered, they know they are smoking the best. Knowing this, Mr. Dealer, can you afford to ignore a brand with the reputation and selling quality embodied in the "Counsellor"? Are you getting your share of that business?

Not until you stock up on this cigar in the right way and push it by "putting your shoulder to the wheel", will you realize to the full what a prolific source of profit it is.

Sell the *Consistent Counsellor Cigar.* It pays.

ALLEN R. CRESSMAN'S SONS, Mfgrs., PHILADELPHIA

CRESSMAN'S COUNSELLOR 5¢ CIGAR

"In a Class with the Melons"

5c.-Rocky Ford Cigars-5c.

Delicious Flavor
Made at our Newark N. J. Factories

We also manufacture at our several factories located at Pittsburgh, Pa. the celebrated

[Pittsburgh "FAMOUS" Stogies]

The jobber's biggest asset in the 2 for 5c. line.

Our 2 for 5c. and 3 for 5c. lines of CIGARS and STOGIES are so extensive that space does not permit mentioning

Write for full information and prices

UNION AMERICAN CIGAR COMPANY
28th and Smallman Sts. Pittsburgh, Pa.

Graham Courtney
HAVANA CIGARS
They Lead the Leaders
26 SIZES
Acker, Merrall & Condit Company
135 West 42nd Street, New York

G. S. Nicholas & Co.
41 and 43 Beaver Street, New York
DIRECT IMPORTERS of the highest grades of Cigars manufactured by the
Independent Factories of Havana
all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.
Price List Mailed Upon Request.

GREATEST SUCCESS IN HABANA'S CIGAR HISTORY
ROMEO Y JULIETA
RODRIGUEZ, ARGUELLES & CO.
A Success of Quality
THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD
U. S. Representative: Wm. T. Taylor, 93 Broad St., N.Y.City.

F. RODRIGUEZ Y CA. San Miguel 85, Habana, Cuba.
'ELITE' F.R.y Ca. HABANA
Manufacturers of the celebrated
"ELITE" Habana Cigars.
MAX SCHATZ
82 Maiden Lane New York
Sole Representative for United States and Canada.

CORRESPONDENCE SOLICITED
JUST THINK-5¢ BUYS A
LA FAMOSA
EQUAL TO ANY MILD 10¢
CIGAR
E. Kleiner & Co., Makers, New York

Fifth Avenue Cigarettes
The Union Made Cigarette of Quality
Bearing Union Label
Ten cents per package of ten. Mouthpiece, Cork Tip, Plain
Live Distributors Wanted
I. B. KRINSKY
207 North 4th Street . . . BROOKLYN

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THE
Key West Cigar Factory
Factory No. 413, KEY WEST, FLA.
Office and Salesroom:
43 to 47 W. 33d St., New York

The Standards of America:
Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff : Est. 1851
ALL OF THE OLD ORIGINAL
Maccoboys—Rappees—High Toasts
Strong, Salt, Sweet and Plain Scotchs
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Vuelta Abajo "Castaneda"
CARDENAS & CO.
Main Offices and Factory: 102 Galiano Street Havana
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New York: 3 Park Row
DAVE ECHEMENDIA, U. S. Representative

T. J. DUNN & CO.
Makers of
The New Bachelor Cigar
401-405 E. 91st Street, New York

Piper Heidsieck is the largest selling high-grade chewing tobacco in the world, because it is the choice of the men "who KNOW TOBACCO." We have never spared any expense to maintain the supreme quality of

PIPER
Champagne **HEIDSIECK** *Flavor*
CHEWING TOBACCO

Retailers everywhere are pushing it as their LEADING high-grade chewing tobacco. During the coming year we shall back up this wonderful brand with an enormous national campaign. YOUR sales will be LARGER THAN EVER.

THE AMERICAN TOBACCO COMPANY, New York

Exact Fac-simile of the Government Stamps on Cigars, Cut Tobacco and Cigarettes, issued by the Government of the Republic of Cuba, according to the Law of July 16th, 1912.

THE ABOVE STAMP IS USED FOR CIGARS AND CUT TOBACCO

All manufacturers are compelled to affix these Stamps on all boxes of Cigars, packages of Cut Tobacco, as well as packs of Cigarettes, which are manufactured by them, and which constitute an absolute guarantee to the smokers, that the Cigars, Cut Tobacco or Cigarettes contained therein, are of Genuine Cuban Origin, made by Expert Havana Cigarmakers and Tobacco Workers.

THE ABOVE STAMP IS USED ON ALL PACKAGES OF CIGARETTES

The COLOR of THE ABOVE STAMPS is GREEN.

M. E. Canle, 156 Water Street, New York, Representative for the United States, of the Union of Manufacturers of Cigars and Cigarettes of the Island of Cuba, is duly authorized to prosecute any falsification, or colorable imitation of the above stamps by law with the assistance of the Cuban Minister at Washington.

Camel Cigarettes
Pronounced a Decided Hit

Although R. J. Reynolds Tobacco Company's new Camel Cigarette has been on the market less than a year, it has already been accepted as a standard brand wherever it has been offered to the public. The blend of Turkish and Domestic tobaccos in Camel Cigarettes has proven thoroughly satisfying to cigarette smokers. Instant recognition as well as much sincere praise have been accorded these **CAMEL** Cigarettes in the various localities where they have been offered for sale.

Another cigarette which R. J. Reynolds Tobacco Company intends making a leading seller is **RED KAMEL**.

This brand was formerly put out by a small manufacturer through whom R. J. Reynolds Tobacco Company acquired its title. **RED KAMEL** has been favorably known to a limited portion of the trade for many years. It is an oval, Turkish Egyptian Cigarette and is attractively put up in a hinge box, which is of striking design and which features the **RED KAMEL** in beautifully lithographed colors. The rich appearance of this package very suggestively prepares one for the goodness of the smoke.

SOMETHING NEW

A deliciously blended, STRICTLY HAND-MADE 5c. Cigar, banded and labeled in a new and attractive way, is offered to the trade for the New Year.

Begin it right by handling the

"Nena"

Cigar made in New Orleans by,

REGUERA & BERENGHER.

We would share part of our profits with a few live jobbers

Quality Paramount

CELEBRATED

H. UPMANN CIGARS

H. UPMANN
HABANA

Strictly Independent Manufacturers

CHAS. LANDAU

Sole Agent for United States and Canada

82 Wall Street - New York

Board of Trade Bldg., Montreal, Canada

Heywood, Strasser & Voigt Litho. Co.

S. W. COR. 26TH STREET & 9TH AVENUE, NEW YORK

Sketches of Original Designs, with Excellent Titles, sent upon request.

Imported Cigar Bands — Finest Quality, and sold at prevailing prices.

Manufacturers of

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Bands and Trimmings

Imported Gold Leaf Labels—Superior to any in the market.

Send for Sample and Prices of our stock.

Western Office: ELMER E. THATCHER, Mgr.
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Resident Representative, 846 Drexel Building

Announcement

We desire to inform the trade that Samples of our 1913 CROP of

Georgia and Florida Tobaccos

Will be ready for inspection immediately after JANUARY 1st, 1914, at our New York salesrooms.

AMERICAN SUMATRA TOBACCO CO.
131 Water Street, New York

"Absolutely Pure"

IMPORTANT ANNOUNCEMENT!

Two Cash Coupons and One Large Flag Blanket

are now packed in each 10-cent package of

"EGYPTIENNE STRAIGHTS" CIGARETTES

"Absolutely Pure 100% Pure Turkish Tobacco

Growing Faster Than A
Turkish Cigarettes Co

10 for 10c

TIGHT BINDING TEXT CUT OFF

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

V. Guerra, Diaz & Co., Tampa, Fla.

Established 1867

Our Motto "Quality"

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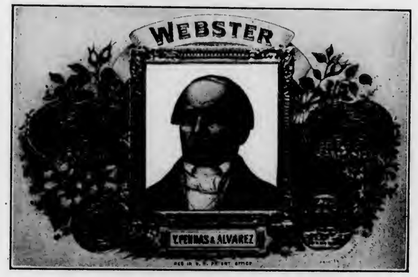

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AGENCIES IN THE PRINCIPAL CITIES OF THE WORLD — PRICE LIST UPON APPLICATION

214-216 WEST 47th STREET, NEW YORK

THE TOBACCO WORLD

Vol. XXXIV. PHILADELPHIA AND NEW YORK, JANUARY 1, 1914. No. 1.

NEW RULINGS FOR THOSE WHO WISH TO MANUFACTURE IN BOND

Many Requests for Information Cause Issuance—Internal Revenue Service Has Been Given No Jurisdiction in Matter—Inquirers Referred to Nearest Collector of Customs

(*Special to "The Tobacco World."*)

WASHINGTON, D. C., December 31.

THE Commissioner of Internal Revenue has issued the following instructions to his collectors relative to that provision in the tariff act permitting the establishment of bonded warehouses of manufacturers of cigars:

"In view of the number of inquiries made to this office, collectors and deputy collectors relative to the manufacture of cigars in bond under the provisions of the Tariff Act of October 3, 1913, that part Section IV, Paragraph M, of said act relating thereto is here quoted:

"'That cigars manufactured in whole of tobacco imported from any one country, made and manufactured in such bonded manufacturing warehouses, may be withdrawn for home consumption upon the payment of the duties on such tobacco in its condition as imported under such regulations as the Secretary of the Treasury may prescribe, and the payment of the internal revenue tax accruing on such cigars in their condition as withdrawn, and the boxes or packages containing such cigars shall be stamped to indicate their character, origin of tobacco from which made, and place of manufacture.'

"The regulations prescribed in this statute, governing the manufacture and withdrawal for home consumption of cigars made in bonded manufacturing warehouses so far issued will be found in Customs Decision No. 33783, dated October 10, 1913. The Internal Revenue Service, having been given no jurisdiction in the manufacture of such cigars, all persons making inquiries in regard to same should be referred to the nearest Collector of Customs.

"Premises now operated as cigar factories under the Internal Revenue Laws, can be opened as bonded manufacturing warehouses only after making proper disposition of all material, cigars and stamps on hand and closing their accounts as manufacturers under the Internal Revenue Laws; that is, all tobacco and cigars shall have been removed, leaving only the manufacturing equipment on the premises.

"Customs regulations made applicable to the manufacture of cigars in bonded manufacturing warehouses require bonds to be given in triplicate and approved by the Collector of Internal Revenue. Such approval should be given as a matter of course. Collectors of Internal Revenue may suggest that the penalty of a bond be increased, if it is deemed insufficient.

"Cigars made in bonded manufacturing warehouses, when withdrawn for home consumption, will be treated similarly to cigars imported from a foreign

(Continued on Page 20)

TOURISTS MAY BRING IN ONLY 50 CIGARS OR 300 CIGARETTES

Assistant Secretary of Treasury Hamlin Rules That Under the Exemption Law Only This Number May Come in Free

(*Special to "The Tobacco World."*)

WASHINGTON, D. C., December 31.

ASSISTANT Secretary of the Treasury Hamlin has ruled that cigars, cigarettes and tobacco shall not be included in the free tariff exemption of $100 for personal effects of passengers returning from abroad. He has written a letter to the collector of the port of New York on this subject as follows:

"The Department is in receipt of your letter of the 29th ultimo, in regard to the construction to be given paragraph 642 of the tariff act of October 3, 1913, so far as the inclusion of cigars, cigarettes, liquors, and food stuffs within the $100 exemption is concerned.

"In the opinion of the Department cigars, cigarettes, tobacco, liquors, and food stuffs cannot be included within the $100 exemption allowed returning residents of the United States under the last proviso to said paragraph 642. Said exemption should be confined to such articles in the nature of personal and household effects, curios and souvenirs as are usually purchased by tourists and carried in baggage, such as wearing apparel, made up or unmade, table linen, pictures, books, musical instruments, pipes, cutlery, chinaware, stationery, bric-a-brac, etc.

"Not more than fifty cigars, or three hundred cigarettes, or three pounds of prepared smoking tobacco, and one quart of spirits, wines or beverages, when brought by passengers for their own use, may be passed free of duty under Article 618 of the Customs Regulations of 1908, as amended by T. D. 32406."

V. GILMORE IDEN.

Tobacco Sales in Amsterdam

Regarding tobacco sales in Amsterdam, Consul Frank W. Mahin, Amsterdam, Netherlands, writes the *Daily Consular and Trade Reports* as follows:

"The total sales of Sumatra tobacco at auction in the Amsterdam market during 1913 amounted to 282, 920 packages, at an average price of 136 Dutch cents per half kilo, or 49 cents United States currency per pound. In 1912 the sales were 280,704 packages, at an average of 142 Dutch cents per half kilo, or 52 cents per pound. The average price at the sales from January to July was 61 cents per pound in 1913, and 62½ cents in 1912. The higher price during the first half of each year is due to the fact that the best tobacco is marketed at that time.

"The total auction sales of Borneo tobacco during 1913 have been 18,609 packages, at an average price of 76 Dutch cents per half kilo, or 28 cents per pound, as compared with 15,231 packages, at 90 Dutch cents per half kilo, or 33 cents per pound, in 1912. With Borneo tobacco also the best prices are obtained during the first half of the year. The average price was lower in 1913 than in the preceding year, owing to the superiority of the crop sold in 1912."

Tobacco Products Corporation Reduces Stock

AT a special meeting of stockholders of the Tobacco Products Corporation held December 29, ratification was given to the plan to reduce the authorized capitalization from $30,000,000 common to $16,000,000, and from $20,000,000 preferred to $8,000,000, a portion of said reduction being the retirement of $2,000,000 preferred stock recently purchased in the open market. The foregoing procedure now places the capitalization and outstanding stock on an equal basis.

Concerning the retirement of the $2,000,000 preferred stock, we quote from a statement issued to the stockholders:

"The company now has surplus cash in excess of $1,500,000, which is all that is necessary for its present needs, and the board of directors considers that the best interests of the corporation will be served by decreasing the authorized capital stock to the amount thereof actually issued and outstanding, thereby effecting substantial reduction of taxes."

A director of the Tobacco Products Corporation states that practically all of the 20,000 shares of preferred stock were purchased at a price below 90 a share.

The underwriting syndicate, which took over the preferred stock at time of issuance, paid 102½ a share.

Heard on Broadway

Jac. L. Hoffman, formerly with P. Lorillard & Company, starts the new year with the Falk Tobacco Company as general sales manager. He has also been elected a vice-president of the company.

"Fifty-six" cigarettes are receiving a number of splendid window displays on Broadway. The rapid growth of this cigarette and its unvarying quality seems to have appealed to the smoker who seeks the best in Turkish tobacco.

In order to devote his entire attention to the development of the Riker-Hegeman business, Herbert S. Collins, the recently elected president of the concern, has resigned his office as vice-president of the United Cigar Stores Company.

Morris Levi, of the recently established firm of Levi-Kaften Company, has returned from Porto Rico, where he has been looking after the interests of the house.

The Ritz-Carleton Cigarette Company will place their new brand of "Old Drury" Turkish cigarettes on the market during the coming week. Their package is exceedingly neat, the boxes being finished in old gold, with "Old Drury" and crest embossed in one corner.

President Julius Lichtenstein, of the American Sumatra Tobacco Company, is expected home in a few days from a three weeks' trip to Quincy, Fla.

Leonard D. Greenhall, assignee of the firm of Teodoro Perez & Company, the leaf tobacco house, formerly in business at 212 Pearl Street, advises creditors that all firms having claims against the estate should file the same, duly verified, on or before the fifth day of February, 1914, at the office of Charles L. Greenhall, attorney for the assignee, 320 Broadway, New York.

Larger Home for "Stratford" Cigars

The El Draco Cigar Manufacturing Company, for many years located at Second and Arch Streets, Philadelphia, have moved to more commodious quarters at 104 North Front Street.

The change was made to secure additional room and facilities to meet the increasing demand of the "Stratford" cigar, as the entire building, except the first floor, where the offices are located, will be devoted to the manufacture and shipping requisites.

The shipping department will occupy a portion of the second floor and the remainder used for testing and stripping purposes, leaving the third, fourth and fifth floors for manufacturing.

Local Trade Good

Holiday trade among the local stores was satisfactory to a degree, as all the down town stores report a better season than last year, and a number of the large retailers claim the best year to date.

One noticeable and encouraging sign was the increased demand for cigars of high quality, and while in one or two cases the demand for imported cigars fell off to some extent, this was more than counterbalanced by the demand for Tampa and Key West goods.

In the cigarette line, the same demand for high-grade goods was noticed, as well as larger quantities to the individual buyer.

Song Coupons With "Dubec" Cigarettes

Song Coupons are being given away by the Liggett & Myers Tobacco Company to boost the sales on "Dubec" cigarettes in Philadelphia. The songs offered are those that are popular on the local stage. One recent advertisement had for a headline the title "What A Fool I'd Be" and the first line of the song, which was sung by Sadie Burt in the "Passing Show." By hooking-up the cigarettes with popular songs it is not likely the name "Dubec" will soon be forgotten.

New Salesman for S. R. Moss Company

The S. R. Moss Cigar Company, located at Lancaster, Pa., has recently secured the services of F. C. Clough, who will represent them in the Northwest beginning January 1. For some time Mr. Clough has been connected with the Lagora-Fee Company, of Detroit, Mich. Mr. Clough's headquarters will probably be in one of the Twin Cities.

Cut Prices on Imported Cigars

That efforts to establish a price on imported cigars have not been successful, is indicated by a recent move of the Liggett Drug Company, in New York. They recently advertised imported perfectos at seventeen cents. This price is astounding in view of the fact that small dealers cannot buy them as low as that from the importers.

It is said that many dealers took advantage of this low price on the imported cigars, and that many of these cigars found their way into the small independent shops.

Announcement was made by an officer of the Liggett Drug Company that the price was an advertisement and that its repetition was unlikely.

Imperial Will Enter Market

A report from Owensboro, Ky., indicates that the Imperial Tobacco Company will again purchase tobacco in Kentucky. It is said that the company's representative in that place, W. H. Clarke, has received advices that the company would purchase tobacco in Kentucky, and that he is also in receipt of instructions in regard to buying. This means that the company will be in the local market to purchase from 5,000,000 to 7,000,000 pounds of tobacco.

W. D. Duncan With Havana-American Company

W. D. DUNCAN, formerly a member of the firm of Terry & Duncan, Tenth and Chestnut Streets, Philadelphia, has become a member of the road force of the Havana-American Company, and will be assigned his territory shortly after January 1, 1914.

Mr. Duncan was formerly connected with this firm, but resigned about nine years ago to become manager of the wholesale department of the R. & W. Jenkinson Company, Cleveland, O.

After severing his connection with this latter firm, Mr. Duncan formed the partnership with Albert W. Terry, Jr., and was the traveling member of that firm until its dissolution.

Albert W. Terry, Jr., is now the sole proprietor of the Terry & Duncan store, Tenth and Chestnut Streets, Philadelphia, he having purchased the share of Mr. Duncan.

The firm name of Terry & Duncan will be continued for the present at least, as the purchase by Mr. Terry includes the good will as well as stock and fixtures.

No change in the management or brands is contemplated by Mr. Terry, but just what steps will be taken to care for out of town trade has not been decided.

Among the visitors at the "Bold" factory recently, was Seaton Faber, of Williamsport, who is an enthusiastic believer in the famous Bobrow Brothers brand. Frank J. Guiffra, of Millville, N. J., dropped in the office the other day to give another "repeat" order on "Bolds."

J. G. Atherholt, 111 South Broad Street, Philadelphia, is making an attractive window display of "Imperial Manhattans," in perfecto shape, which are manufactured by H. C. Nolan & Co.

These cigars are guaranteed Havana filler, with Sumatra wrapper, and retail for $5 the hundred.

Announcement has just been made that the "Goodloe" cigar and "Fink's Havana Smoker," formerly marketed by Speed Goodloe, will be retained by him in his new connection with Dusel, Goodloe & Co., 112-114 North Seventh Street, Philadelphia.

Just what plans will be followed has not been disclosed, but indications are that these brands will be distributed through the regular salesmen of the above company, and that Mr. Goodloe will use personal efforts to increase the number of dealers now handling these goods.

New Store for Yahn & McDonnell

Yahn & McDonnell, with headquarters at Fifteenth and Chestnut Streets, Philadelphia, have added another store to their chain scattered throughout this city.

The new store is located at the corner of Market and Juniper Streets, and will carry the usual high-grade cigars that are to be found in the stores of this firm.

A feature of the new store will be the underground humidor which will hold over a half-million cigars.

The new enterprise is in charge of Frank Guppy, who has been a member of the selling staff for a number of years, and knows the lines thoroughly.

"Blue Boar" Free With Pipe

In an effort to further the sale of "Blue Boar" rough-cut tobacco, it is being offered free with a $2 calabash pipe. As the pipe costs that much, smokers have an opportunity to secure a good smoking tobacco to use in it without cost.

The deal is being featured by display placards with a picture of the pipe at the top and descriptive matter concerning the pipe underneath. The tobacco is not played up as strongly as the pipe. At the bottom appears a space for the name of the dealer who handles the combination.

"Lord Colbeck," a New Favorite

Reports from the De Lisser Schneider Company, indicate that their new brand, "Lord Colbeck," is taking well with the trade wherever introduced. The cigar is made in two sizes, brevas and perfectos, the former retailing for ten cents each, while the latter is the two for a quarter shape.

Pipe Display at Terry & Duncan's

The pipe department of the Terry & Duncan store, Tenth and Chestnut Streets, Philadelphia, occupies one-half of the store. The display comprises every pipe requirement from the old penny clay to the twenty-five dollar meerschaum, and almost equally expensive calabash.

In conjunction with the display of pipes are pouches and jar humidors for smoking tobacco, suitable for the desk or den.

For the cigar smoker there are innumerable styles of meerschaum and amber cigar holders, and cases made of silver, bronze, gun metal and gold.

Cigarette holders and cases are also carried in large and assorted varieties, so there is no desire of the smoker that cannot be gratified.

Mr. Cleveland, of Philip Morris & Co., Ltd., was in Philadelphia last week and gathered several orders for Christmas delivery.

IRREGULAR PAGINATION

SOMETIME ago I referred to the family cigar of the Philippines, and now I have run across an interesting query concerning the chewing of the betel nut by Filipinos and the Malay tribes in general—which practices resemble our tobacco chewing.

It is not a betel nut at all, says an authority on the East, but a singularly complicated form of appetizer or stimulant to have been evolved by people so primitive. The ingredients are a slice of the nut of the areca palm, about one-sixteenth of an inch in thickness and about as large around as a quarter. Upon this is laid a paste of the chunnam of unslaked coral lime mixed with oil, and sometimes this is fortified with a lump of terra japonica to give color. In the Philippines a piece of tobacco leaf is added, but this addition is seldom practiced elsewhere. The whole assortment is wrapped in the green leaf of the betel pepper and chewed contemplatively. It is a disgusting habit, for the mixture stimulates the flow of saliva, which trickles in a dark red flow from the corners of the mouth. The effect is much like that of chewing coca leaf, it takes the place of a meal and enables its users to undergo long sustained toil; in fact, it must be included in the rations of all Malay labor. The teeth are permanently blackened by this appetizer and it is not infrequent to find them so overloaded with tartar deposits that the lips cannot be closed.

If it comes down to a question of a chew I should much prefer a plug of good American tobacco.

* * *

E. P. Jacquith, member of the Chicago Athletic Association, had an alarming increase in his cigar account the other day when word was received in Chicago that E. P. Jacquith, of Chicago, had been pinched on the shores of Lake Keuka, N. Y., for shooting ducks from an aeroplane.

When Mr. Jacquith arrived at the club next day, he was confronted with the story and the members gathered around him to learn the details of his aerial hunting trip and its unhappy ending.

Mr. Jacquith stoutly denied the story but could get no rest until he had contributed heavily to the cigar and tobacco department of the club by setting up to cigars.

As a matter of fact, the man arrested in New York State was E. K. Jacquith, who is a student at an aeroplane school on the shores of Lake Keuka.

Mr. Jacquith, of Chicago, is very seriously minded and does not relish being charged with operating an aeroplane at sixty miles an hour, as well as shooting ducks from it at the same time. He has served notice that he will buy no more cigars.

My tale in a recent issue about Mr. Brown, who put no value on tobacco in figuring the cost of his cigar production, because of the fact that he did not pay cash, but gave his notes, has brought out the fact that a great number of our readers know a "Mr. Brown." The story brought out a number of similar tales, but I think this one in particular is about the same "Mr. Brown."

It was approaching Christmas, and it seemed as if everyone that Brown owed money, was clamoring for it. He continually "robbed Peter to pay Paul," as the adage goes, and consequently his bank balance was generally below the fair weather mark.

The day was drawing to a close; several heavy demands had been made upon him for money, and to satisfy these creditors Brown had not only exhausted his bank balance, but had given a post-dated check as well. One can easily imagine his state of mind in this situation, to say nothing of the worries of the usual holiday rush orders that had to be gotten out.

About half-past four in the afternoon, Mr. Blank, representing a lithographing house, called at the office and after greeting Brown pleasantly, presented an overdue account for some five hundred dollars, with the request for a check in full. Brown protested that it was impossible. Mr. Blank insisted. More protests from Brown. Mr. Blank remained obdurate, and finally said he would not leave the office until he got some security. Mr. Brown swore, did more protesting, pleaded, begged and almost cried for mercy, but to no advantage. Finally, seeing that he must do something, he offered to give a thirty-day note for the amount. The representative said that the house would accept it, but that he must take it with him that night.

Groaning, and with the sweat pouring from his brow, Brown took a blank out of the desk drawer and drew up the note. With trembling hand he signed it, and passed it over to the already impatient Mr. Blank.

"There," cried Brown, "now for the luff of Himmel, vill you let me alone?"

"Thank you very much, Mr. Brown," said Mr. Blank, as he walked out of the office.

And as the door closed behind him, Brown sank down at his desk with perspiring face, and lifting his shaking hands, cried with joy: "Tank Gott in Himmel, dot is paid."

* * *

During the recent visit of King Alphonso of Spain to Paris, French officials were amazed at the number of cigarettes he smoked. It is said that he appeared to use a fresh box of twenty cigarettes every hour without showing the least effect of excessive smoking. The Spanish King is known to be among the greatest of royal cigarette smokers.

The Queen Dowager is said to smoke constantly except when asleep and lays down the principle that smoking is a great aid to thought. Among the royal women smokers, the Dowager Empress of Russia is well known as a devotee of the cigarette.

THE ONLOOKER.

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With the advent of 1914, manufacturers throughout the United States are looking with pleasure over the reports of the year just gone. Splendid progress has been made in all lines of the cigar industry. Manufacturers in this city have had the most encouraging season in 1913 and quite a number of the makers of 5-cent cigars have had the biggest year in their history.

Tobacco Industry Has Good Year

In Philadelphia we are witnessing, also, the slow but steady growth of the manufacturing of high-grade cigars. Several factories have exceeded by millions their output of previous years, while others have been taxed to their utmost to supply orders. It has been pleasing to note that many of the manufacturers remark on the number of 1914 orders that are in hand. They accept this, generally, as an indication of the sound condition of business.

The year has been free from any sensational movements in the tobacco industry, and except for the usual vexing problems that are continually harassing the manufacturers, conditions have been excellent.

The jobbers and distributors have enjoyed a year of good business, and this argues the same for the retailer.

In the retail trade throughout the country the effect of the demand for higher priced cigars is being constantly felt, despite the fact that the growth of the nickel smoke is still on the increase.

Buying Higher Priced Cigars

Retailers remark that during the holiday rush the call for high-grade cigars was on the average greater than usual. The demand was for quality, and there seems to be indications that the consumer is willing to pay for it.

Tampa and Key West cigars have had an exceptional year and the imported cigars have done well. There must be more smokers getting into the Clear Havana class. If that is true, then there is a general sign of prosperity. A man smokes, as a rule, according to his pocketbook. Even though he smokes a pipe, you can judge his income by the kind of smoking tobacco he purchases.

* * *

The annual report on the different crops shows that while the value of the tobacco crop for 1913 was $122,486,000, or approximately $18,500,000 more than that of 1912, the annual production fell 900,000 pounds short of the previous year.

Big Prices for Tobacco

This year has been marked by an increase in the cost of leaf tobacco, and no doubt the increase in value is due to the shortage of the crop, and also to a difference in quality.

The fact that there is only so much tobacco to be had, has permitted the growers to hold for good prices and they have gotten them, generally, this season.

The fact that the season has been a good one for the growers in most of the states, may lead to an increased acreage in tobacco in 1914. If the 1914 leaf should be produced in abundance no doubt there would be a decided change in the price of leaf.

New York Smokers Get Slammed

The holiday spirit did not affect the Public Service Commission in New York sufficiently to prevent them from handing about 72,000 smokers a real pert slam, in the form of a refusal to accede to their request for smoking cars or compartments on the elevated trains. The message was given out on Christmas Eve!

Thus we see that the fair Annette Hazelton, who was discovered to be Dr. George C. Pease in ordinary life, stirred things up in New York so strenuously that the Public Service Commission started to enforce their rules regarding smoking on elevated trains and surface cars.

The smokers, who never have been given a chance anywhere but in Chicago, and not enough to brag about there, immediately fell in line for the petition which the United Cigar Stores Company had made up. About 72,000 smokers in New York signed this petition, which asked that one car in five, on the surface lines, be set aside for smokers, and that similar limited concessions should be granted on the elevated lines.

The commission is of the opinion that it would be unreasonable to require the companies to make such provisions, that it would be impossible to space the cars properly, and that it would be impossible to prevent non-smokers from taking up space in the smokers.

Just how much the commission cares about the request of 72,000 smokers is evident in the following resolution passed by them last week:

"Under the circumstances appearing, it would not be reasonable to require said street railroad corporations to operate smoking cars or cars containing smoking compartments."

TAMPA TIPS

Tobacco Examiners Meet January 20th—Another Factory Preparing to Bond—Leads State in Value of Importations for Month of November.

TAMPA, FLA., December 29.

TAMPA has added still another laurel to her crown of progress. According to the report for the month of November, received from J. F. Griggs, Collector of Customs for the District of Florida, this city easily led the State in the value of its importations, tobacco being the principal product. Of the goods imported, those dutiable amounted to $322,315, while the non-dutiable products aggregated $52,379, making a grand total of $374,694.

Much interest is being manifested in the meeting of tobacco examiners, representing the tobacco importing ports of the Union, to take place in Tampa on January 20th, at which plans will be formulated for standardizing so far as possible, the methods now in use by the various inspectors. It is estimated that there will be at least six or eight delegates present, inasmuch as there are sufficient tobacco-importing ports in Florida, requiring the services of special examiners, to make that number necessary. Colonel J. D. Calhoun, assisted by Captain J. T. Park, is arranging a thorough exposition of the cigar business in Tampa for the visitors, in order to facilitate as much as possible the purpose of the meeting.

To plagiarize a well-known quotation: "Of the making of 'cigars in bond' there is no end." The spirit seems to have taken hold among the large cigar manufacturers of this city to an extent that augurs well for the trade. Among the latest additions to the ranks is A. Santaella & Co., who will manufacture in bond, beginning January 1st. It is stated that a large portion of the factory will be devoted to the making of clear Havana cigars, backed by the Government's guaranty as to quality and material. The "Optimo," the leading brand of the Santaella Company, is to be made in bond shortly after the beginning of the new year. In the division of the factory, the greater portion will be utilized for bonded purposes, the dimensions of the department to be devoted to that branch being 165 by 45 feet. The regular factory will occupy but 100 by 45 feet. Gustav M. Seckbach, manager of the A. Santaella & Company factory, states that he has confidence in the new plan and that the "Optimo" and other established brands will not suffer under the new conditions. It is reported that 350 workmen, at least, will be employed for the "making in bond."

February 7th, is the date set for the civil service examination, to be held by C. L. Patch, secretary for the local board of examiners, for the purpose of the appointment of storekeepers for bonded cigar factories.

Lawrence Guust, who spent the holidays in New York, is expected to return home about January 1st.

W. B. Moore, the genial representative of V. Guerra, Diaz & Co., accompanied by his family, spent the holidays here.

Harvey Hester, who has been attending Florida University, and a son of E. G. Hester, a former resident of Tampa, has made connections with the Reynolds Tobacco Company, acting in the capacity of salesman.

Among the many handsome Christmas gifts received by Eli Witt, the well-known cigar jobber, none pleased him better than the solid-gold-headed cane, presented to him by the employees of his retail department.

George L. Harris, Jr., district manager of the P. Lorillard Company, spent the holidays with his family at Montgomery, Ala., having joined them after a short hunting trip at Abbeville, Ala.

M. F. McLeod, the American Tobacco Company's representative, spent a few days in this city on business during the past fortnight.

Among the prominent visitors spending the holidays in Tampa, were J. J. French and family. Mr. French is well known here, having been manager of the Havana-American Cigar Company for a number of years.

William Solomon, local salesman for the P. Lorillard Tobacco Company, left Tampa on December 21st for Jacksonville, where he planned to be with his parents during Christmas time.

Mr. Rey, of Cuesta, Rey & Co., accompanied by A. Wolf, recently made a trip to Havana for the purpose of inspecting the new warehouse, which the firm has built in that place.

PERFECTO.

John Janssen

After an illness of only a few days, John Janssen, for fifty-five years a cigar manufacturer in New Orleans, La., died at his home, 1331 St. Roch Avenue, that city, on December 20th. He was eighty-three years old.

The deceased is survived by a widow, three sons and two daughters.

NEW RULINGS FOR THOSE WHO WISH TO MANUFACTURE IN BOND

(Continued from Page 15)

country. Sales of stamps to be used in bonded manufacturing warehouses in stamping boxes of cigars for withdrawal for consumption in the United States, will be made upon the requisition of the Collector of Customs in the same manner as stamps are sold to owners or consignees of cigars imported from a foreign country, as provided in Regulations No. 8, revised July 1, 1910, page 62, under the head of 'Purchase of Stamps.'

"Extra copies of this decision will be furnished collectors upon requisition to be supplied to persons making inquiry on the subject."

V. GILMORE IDEN.

An Analogy

"A man resembles a cigar."
I heard a jester say;
"For he, like a cigar, is bound
To meet his match some day."

Just so, and then the man flares up
And like the "weed" gets red,
Which as a rule precedes the fact
Each soon doth lose his head.

A man, like a cigar, gets "short,"
And sometimes of the town
Becomes the butt—he also may
Be by a friend "thrown down."

Some weeds, and some men, too, are rank
Some scarcely have a flaw,
Some are like actors, though well puffed
They can't be made to draw.

Wives see another likeness still
(Though this their husbands flout)
A man, like a cigar, is spoiled
If he is let go out.

And lastly, this analogy
Their finish does not mar;
Both come to ashes in the end,
The man and the cigar.

—G. H. W.

M. S. Globe & Son Make Assignment

M. S. Globe & Son, Inc., wholesale dealers in candy and tobacco at 505 East 171st Street, have made an assignment to Nathan Bardach. The company was incorporated on September 30, 1913, with capital stock to the amount of $10,000. M. S. Globe was president, and Isadore Globe, secretary. Their store was damaged by fire on December 7.

Judge Holt appointed John V. Irwin receiver, bond $2000. The liabilities are said to be about $7000, with assets amounting to about $6200.

TOO LATE TO CLASSIFY

SUPERINTENDENT WANTED—One who thoroughly understands the manufacture of Broadleaf and Havana cigars. Address, with reference, J. Adler, 1120-1124 Walnut Street, Cincinnati, O.

Drummers Looking for Orders in a Good Place

Showing the cigar store of Kriter & Bernbaum, located in the Clemer Theatre Building, Seattle, Wash.

Standing, from right to left, are Fred Chase, who has a wonderful record with "Nebo," oval and plain; Olson, who is always on the job with "Prince Albert," the "National Joy Smoke"; E. H. Gerlach, with the National Grocery Company, selling the "Optimo" cigar. Standing, behind the counter is Joe Bernbaum, whose chief pleasure is retailing "Optimo" cigars.

CIGAR MAN IN BANKRUPTCY

Arcade Smokery in Dayton Makes Assignment—Small Assets Partially Covered by Chattel Mortgages

ROWLAND W. MYERS, of Dayton, O., proprietor of the Arcade Smokery in that city, has filed a voluntary petition in bankruptcy in the United States District Court. Schedules accompanying the petition lists liabilities at $13,966.70, of which $9,261.84 are unsecured. Assets are placed at $4,760, a portion of which are covered by chattel mortgages.

The J. B. Moos Company, of Chicago, is the largest unsecured creditor, holding a note for $1,550, and a merchandise account for $773.38.

Other large creditors whose claims are unsecured are: The American Tobacco Company, New York, $522.19; Dayton Savings and Trust Company. Dayton, $500; M. J. Schwab, Dayton, $450; the Monypenny-Hammon Company, Columbus, O., $320; William Demuth & Co., New York, $327.98; F. Cappel, Dayton, $296.77; Kaufmann Brothers & Bundy, New York, $270; Luckett, Luchs & Lipscomb, Philadelphia, Pa., $175; Louis Heitman Company, Dayton, $157.50; Michael Ibold, Cincinnati, $140; Logan Tobacco Company, New York, $81.75; M. Perez Company, New York, $206.75; Henry Straus, Cincinnati, $100; Reuben F. Myers, Dayton, $300, and M. J. Gibbons, Dayton, $464.04.

The assets consist of cash on hand, $18; stock in trade, including the property mortgaged and that upon which there is a conditional sale, $4,200; debts due on account, $42, and household goods, $500. Exemption of $500 asked for.

Immediately following the filing of Myers' petition, the J. B. Moos Company and other creditors, through Attorneys Matthews and Matthews filed a petition for the appointment of a receiver to take charge of the bankrupt's business and continue it as a going concern until after the holidays. Judge Hollister appointed Philo G. Burnham as receiver and instructed him to act as receiver until January 2, 1914. His bond was fixed at $5,000.

Henry L. Spatz, a cigar manufacturer of Dallastown, Pa., presented each of his employes, the cashier, teller and clerk in the First National Bank, and the bookkeeper at the Merchants' Cigar Box Company, with a fine box of candy.

FRENCH TOBACCO MONOPOLY YIELDS AN IMMENSE PROFIT

Leaf Returns $105,000,000 to French Government—Profit Made from a Capital of $30,000,000—Twenty Factories Make Up Products for Whole Country

WITH a capital that approximates $30,000,000, the French tobacco monopoly realized profits in excess of $105,000,000 during the past year. This is the largest return on their money that the Government has realized in the one hundred and two years of its business life in the tobacco field.

Visitors to France are inclined to criticise the quality of tobacco supplied them, principally because they are unable to find their favorite brands such as are on sale at home. But as Frenchmen have no knowledge of tobacco in any form, except such as is supplied them by the government, they are content with the qualities of tobacco, although they may grumble at the prices. Much of the tobacco smoked in France is grown in the country itself. The government keeps a sharp eye on all raisers of the leaf, and the whole of the crop must be sold to the state at a fair appraisement.

Twenty great factories work up the whole of the tobacco manufactured in France and the right to retail is jealously guarded by the state. Permits to open tobacco shops are usually granted to widows of officers of the army and navy, or of other employees of the government. The widows usually lease their permits to other persons in consideration of fixed annual payments.

The price of a cigar of a given quality is the same all over France, and the same if one cigar or a thousand are purchased. The hotels and restaurants put their cigars at the same prices as they are sold to the general public, but they add from 50 to 100 per cent. as their own profit. There are 47,250 authorized tobacco plants in France, who grow about 40,000,000 pounds of tobacco on 50,000 acres. The monopoly besides buying all the tobacco grown in France, purchases 55,000,000 pounds of foreign grown tobacco, most of it being American leaf.

The C. N. Foreman Cigar Manufacturing Co., of Red Lion, recently shipped one-third of a million cigars to the West.

Showing the working of Turkish tobacco, known as the Bashibagh type, in a factory in the Cavalla district. This tobacco is packed with the heads tied with string.

Jobbing House Changes Name

It is announced that the jobbing house of George L. Storm & Co., which early in 1913 was taken over by M. A. Gunst & Co., Inc., will lose its identity and that hereafter its business will be conducted under the name of the latter firm.

The following notice was sent out to the many customers of the firm this week:

"To our Customers:

"We beg to advise that effective December 29, 1913, M. A. Gunst & Co., Inc., succeeds to the distribution of the brands formerly handled by us.

"Kindly address all communications to M. A. Gunst & Co., Inc., 409-411 Lafayette Street, New York City.

"Trusting you will favor them with your valuable patronage, and thanking you for past favors,

"Yours very truly, George L. Storm & Co."

Kelsey Company Receives Certificate

The Kelsey Company, Incorporated, filed its certificate of incorporation at Augusta, Me., on December 24th. It is established for the purpose of holding and operating restaurants, and buying and selling tobacco in every form. It is capitalized at $1,250,000, with nothing paid in. The officers are: President, Harry W. Foster, of Kittery; treasurer, George E. Burnham, of Kittery.

Big Year in York Cigar Factories

The situation with the cigar manufacturers is easing up a bit now, and the boom which has been enjoyed since the summer is now about over. The heavy demand for Christmas cigars has affected the factories for the past three months, and cigarmakers have been in demand. These orders have now been filled and business is returning to normal.

Following the holiday season, manufacturers look for a quiet period of a month or so. Not for several years have York cigars been in such demand as this year. The Christmas trade has been partly responsible, but a steady growth has been felt by a number of the larger firms.

J. Henry Rothschild

J. Henry Rothschild, for the past seven years prominently identified with the Waldorf-Astoria Cigar Company, died last week at his home, 310 West Eightieth Street, New York City. He was stricken with heart trouble. Mr. Rothschild was born in Selma, Ala., and was fifty-two years old.

New Arrival for Home of "Savarona" Representative

Mr. and Mrs. Herbert S. Michael, Baltimore, Md., are receiving the congratulations of their friends, on the arrival of a daughter, New Year's morning. Mr. Michael is general Eastern and Middle Western representative of the Cayey-Caguas Tobacco Company, makers of the famous "Savarona" cigar, a high-grade Porto Rican smoke.

"United" Store in Chicago Robbed

Burglars in Chicago went to considerable trouble on Monday night to rob the United cigar store, located at 1053 West Twelfth Street.

The robbers forced the rear doors of 1051 West Twelfth Street, rifled the cash register of five dollars and then turned their attention to getting at the safe in the "United" cigar store next door. To do this they were forced to tear out part of the wall. The safe was finally reached and blown open, and $170 was taken.

Emery Bemis Tobacco Company Incorporates

A certificate of incorporation has been filed by the Emery Bemis Tobacco Company. They are capitalized at $100,000. The incorporators are E. Bemis, L. Diamond and C. A. Thoits.

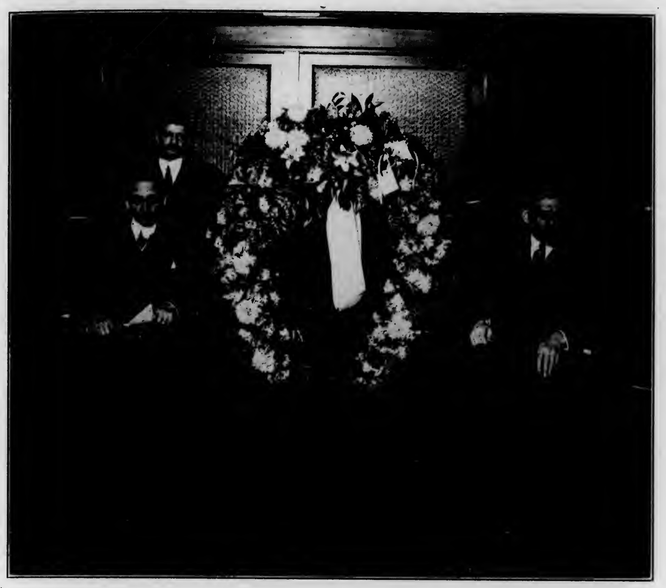
Nashville Cigar Store Opens

The formal opening of the Ben Crockett cigar store in Nashville, Tenn., took place on Monday, and proved a gala occasion. The store is located on Church Street between Fourth and Fifth Avenues, and while scores of men visited the stand, women were prominent buyers at the soda fountain which is operated in conjunction with the cigar and tobacco business.

The place is one of the most handsome in the city, it being finished in mahogany, with a tiled floor. Monday the merchants in the neighborhood sent potted plants and flowers to decorate the store and all during the day it was a bower of flowers. The soda fountain is of the latest model and is very elegant. In the rear of the store are many tables where light lunches will be served during the day. Souvenirs were given out Monday, each lady being furnished a flower and each gentleman a cigar.

Lose $10,000 in Punta Gorda Fire

The building and stock of the Punta Gorda Cigar Company, at Punta Gorda, Florida, was completely destroyed on the night of December 20th. The loss will total $10,000. This is partly covered by insurance.



Showing the floral horse shoe, presented to the firm of Jeitles & Blumenthal on the day before Christmas, by their employees.

Seated (left) Samuel C. Jeitles, (right) Hart Blumenthal; William Fox, superintendent, standing.

Jeitles & Blumenthal Receive Tribute From Their Employees

The editor of THE TOBACCO WORLD is in receipt of the following letter which explains itself:

PHILADELPHIA, PA., December 18, 1913.

Editor THE TOBACCO WORLD,
Philadelphia, Pa.

Dear Sir:

The employees of Jeitles & Blumenthal have arranged to present the firm with a beautiful floral horse shoe at ten o'clock in the morning, on December 24th.

It is the feeling of all of us that we cannot overlook the passing of 1913 without expressing in some manner our heartfelt thanks to our employers for the kindly manner in which we have been treated during the year. We appreciate the unbroken record of working the whole year without the loss of one single day, excepting legal holidays.

We know that the members of our firm would not tolerate our spending money on their account, and so we have decided to express our feelings by the presentation of a floral token.

Respectfully yours,
THE COMMITTEE.

Representing the employees of Jeitles & Blumenthal, 119-21-23 South Eleventh Street, Philadelphia, Pa.

The following letter is a copy of the one sent to William FOX, superintendent of the Jeitles & Blumenthal factories, by the firm:

PHILADELPHIA, PA., December 24, 1913.

MR. FOX, Superintendent:

We wish that you would express for us to our employees our sincere thanks and deep appreciation for their thoughtful token of holiday cheer.

We assure you we consider the flowers beautiful and hope that the cordial relationship that exists will continue for many years, and that we may be able to give employment to our people, without interruptions, during the coming year.

Wishing them all a very Merry Christmas, we are with regards,

JEITLES & BLUMENTHAL, LTD.

Express Stop Demanded for Columbus Circle

By a unanimous vote the Broadway Association, at a recent meeting in the Hotel McAlpin, passed a resolution calling upon the Public Service Commission to change the present subway station on the Interborough Line at Columbus Circle to an express station.

Jacob Wertheim, former president of the American Tobacco Company, said: "Naturally I am in favor of an express station on the Interborough Line at Columbus Circle. The growth here has been wonderful in the past year. In a short time there will be more traffic there than can be handled by local trains. The station should be changed into an express stop at the earliest possible date."

Another resolution, also adopted by a unanimous vote, instructed the transit committee of the association to request the commission to erect express stations on all subway lines at Fifty-ninth, Thirty-fourth and Forty-second Streets.

Composition Confirmed for A. Van der Poorten & Son

Judge Holt has confirmed a composition of A. Van der Poorten & Son, dealers in leaf tobacco and cigars, at No. 2259 Second Avenue, New York, with creditors, at fifteen cents on the dollar, in three notes, due February 1, May 1 and August 1, 1914, endorsed.

Chicago

Good Box Trade Due to Window Displays—Not Much Hope for "26" Game—La Vello Cigar Company Sold to Capacity—"La Venga" Proves Big Holiday Seller

CHICAGO, ILL., December 26, 1913.

THE spirit of "peace on earth, good will to men," hovers over Chicago like wings of an angel. On the lake front stands the biggest Christmas tree which the men who sail the great lakes could find in the north woods. On Christmas eve this tree glowed with a thousand incandescent lights, and there were speeches and distribution of candy, so that no child in Chicago, however poor, was without a Christmas tree.

Are cigars being sold? They are! The loss of the "26" game is not making near the dent in the trade which some authorities thought at the time the ordinance went into force, for the crowds seem determined to smoke, and the trade in box goods has been much better than even the writer, who is in close touch with conditions, had imagined. This good trade in box goods is due in no small part to the cleverness and skill of the dealers in displaying goods. They are putting them in cases and in windows in such a manner that the public is compelled to stop, look and listen and this is what sells goods.

"Never in my life," declared one dealer, "have I seen wives and daughters buy so many cigars by the box for Christmas presents to husbands and fathers as has been the case this year. They are coming to learn, I guess, that a well conducted cigar store does not offer half as many chances for insult from rowdies as do the street cars and elevated trains, and for that reason they come into the stores these days without fear and with the assurance that they will be treated with every respect and that there will be trouble of a vigorous nature if any loafer makes a crooked move."

Certainly these are lean days for the Anti-Cigarette League and Miss Lucy Page-Gaston, who is the main works of that great reform movement in Chicago, may well do some thinking over this new phase of the pernicious trade, as expressed by the dealer.

In regard to the passing of the "26" dice game, which is the greatest single news feature bearing on the local trade during the past year, the writer wishes to mention a "bear story" which has been going the rounds to the effect that a large number of dealers were duped on a slush fund, which was collected by imposters for the purpose of putting the lid on the district attorney and thus winning immunity for the "26" game from the police. The "bear story" is to the effect that every cigar and saloon man in the city was approached and asked to contribute from $50 to $300 to the fund, and that many of them did as requested, until the fund was swollen to several thousand dollars. The breweries were asked to "kick in," it is said, but refused, on the ground that they were not interested in the survival of the game.

Dealers who ought to know, have said that there was no slush fund for the purpose named, and it is the general opinion of the trade that the story was started by certain politicians who have irons of their own in the fire.

Morris Brown, 324 North Clark Street, was fined $10 and costs in the municipal court for running a "26" dice game in his cigar store.

Municipal Judge Fake has granted a new trial to Walter Snell, cafe owner and cigar dealer at Cottage Grove Avenue and Sixty-third Street, who was the man recently found guilty of gambling in the famous test case of the "26" game, which was reported in full in THE TOBACCO WORLD. The new trial was granted on the ground that the remarks of the assistant state's attorney, who conducted the case, were improper and had probably influenced the jury. "Whatever the outcome of the new trial," said Mayor Carter Harrison, "I shall continue to suppress the game." Owing to the peculiar jurisdiction of the Mayor in such matters, there is little hope following this staement that the game will again be permitted, even if Snell wins out, which is not probable.

Joseph Landfield, Southern representative of the United Cigar Manufacturers' Company, has resigned his position with that concern. While he has made no definite plans, he has decided not to leave the trade. He has been in business for himself in this city, and has many friends here.

H. A. Mackey, a supervisor for B. Lorillard & Co., in the cigarette department, was in Chicago for a few hours on his way from a trip to the Coast.

G. Anargyros, of B. Lorillard & Co., made a flying visit to Chicago on his way back from a Western trip, and spent several days in calling on his old friends.

George B. Daw, of the American Tobacco Company's plug department, was in the city on business last week.

H. J. James, sales manager for Lovell & Buffington, will spend the holidays in Chicago.

Leo Schoeneman, leading salesman for Celestino Vega & Co., is in the city resting up, after a tireless year among the Eastern jobbers, talking the merits of "La Venga" cigar. He is a man who has made his way to the top in the employ of this prominent concern, having risen through all the stages from shipping clerk to head salesman.

The La Vello Cigar Manufacturing Company reports that they are sold up to the capacity starting with the new year, and that they have completed one of the most successful years in the history of their business. This has been due to the real merit of "La Vello" and "Lady Abbey" cigars, which are their leaders, as well as to the fair and square business methods which this prominent Chicago house has used in dealing with all retailers. When real merit is assisted by wide advertising to the consumer, the trade is bound to come on any brand, and it has been due to the aggressive methods of this house in assisting the dealer to move the goods that "La Vello" and "Lady Abbey" cigars have won the place in the hearts of smokers which they now hold.

J. Falk, of G. Falk & Bros., has been in the city for the past few days, but will leave soon on a trip to northern points.

Ed Berriman, of Berriman Brothers, who has been under the weather for the past two weeks, is now back on the job.

General conditions among the working classes in Chicago are not by any means as good as they were at this time last year. Many hundreds of men are out of work, and it is thought by some dealers that this means a corresponding lack of business, as men are not inclined to spend much money for luxuries when they are not working. In South Chicago, where are located great steel mills, more than 500 men are without work until after the first of the year, while in Kenosha, a suburb to the North, where many factories are situated, more than 1000 men have been informed that they can rest until further notice. In this town the unemployed are holding parades and seeking various measures of relief. In Chicago proper so many unemployed men are walking the streets that the county board has ruled that the ninth floor of the county building may be thrown open to them as sleeping quarters. The fact that the weather has remained cold has prevented much of the suffering which would otherwise have occurred. Little change has taken place in the strike situation among the cigar factories. The situation is not by any means serious, and it is the hope of all concerned that the manufacturers and the cigarmakers who remain on the outs may soon come to some agreement through amicable arbitration.

The Ruhstrat Cowley Company will move May 1st to larger quarters at 56 East Lake Street. The rapid growth of the business of this large and popular jobbing house has made necessary the move, as the old quarters in Wabash Avenue have been too small for some time past.

E. G. Ahern, manager of the tobacco and cigarette department of the J. & B. Moos Company, announces that the past year has seen a marked increase in the sale of "Giant" 5-cent foil package, which he attributes to the wide advertising of the American Tobacco Company on this brand. He adds that the "Tuxedo" humidor, which sells for 90 cents, may be included in this statement. The plan of presenting the purchaser of a 16-ounce package with a 50-cent deck of Congress playing cards has made a great impression on the smokers, and has received a large amount of valuable mouth to mouth advertising.

Arnold Tietig, of Tietig Brothers, cigar manufacturers of Cincinnati, was in the city last week making the rounds of customers and friends.

Al Korn, of F. H. Furgatch & Co., New York, made a brief visit in the city last week. He is resting after a hard and successful year's work.

Otto Schaefer, manager of the cigar department in the La Salle Hotel, betrayed his bachelor friends by marrying Miss Ida Huber several days ago.

Four flush drummers are mourning the policy of the Hotel Sherman in substituting male help at all the cigar counters in preference to the girls who have cheered many a care-laden soul during the past.

Max Wengler, of Wengler & Mandell, cigar manufacturers, has recovered from a serious illness and is again able to attend to business.

E. Wedeles, of Wedeles Brothers, the prominent leaf house in Lake Street, will leave for Havana in a few days to do some buying for his firm.

G. W. WHITCOMB.

"Pure Gold" News

Mr. and Mrs. Roy Armitage, of Greeneville, Tenn., have returned from their honeymoon after being married in Prescott, Ariz. He is the treasurer of the Pure Gold Tobacco Company.

B. W. McIntosh, of Oakland, Cal., has resigned his position as California representative of the Pure Gold Tobacco Company.

John W. Slade, popularly known as "Jack" Slade, of San Francisco, and a veteran of many Philippine battles, has joined the "Pure Gold" promotion department.

The entire exterior of the four buildings of the "Pure Gold" plant in Greeneville, Tenn., has been covered with an orange gold lacquer.

NEW YORK

Shackleton to Go to Antarctic

SIR ERNEST H. SHACKLETON, who is head of the Tabard Cigarette & Tobacco Company, of London and New York, and who achieved fame a few years since by blazing the path to the South Pole previous to the tragic Scott expedition, has just announced in London his plans for a second trip next year.

Mr. Shackleton, with a picked crew, will make an attempt to cross the 1700 miles of the Antarctic Continent, and thus realize the greatest hope of his life. The expedition is estimated to cost $250,000 and ample funds have been promised.

Sir Ernest is widely known in the States, and his cigarette business in New York, which is under the supervision of James A. Cook, who is the managing director, has made splendid progress during the past year. They feature the "Tabard" cigarette and their offices are at 489 Fifth Avenue.

Cigar Banding Machine Demonstrated

The cigar banding machine, upon which the International Banding Machine Company has been working for some time, is completed and ready for demonstration. Reports from the company indicate that the machine is a success for banding and packing cigars.

The company will hold its meeting on January 2, at 2.30 P. M., at their offices, 257 West Seventeenth Street, New York City.

Following the meeting the machine will be shown in operation between 3.30 and 4.30 P. M.

Member of Tobacco Firm Stricken

Arthur Arndt, a member of the tobacco firm of S. Arndt & Son, of No. 17 Whitehall Street, suffered a pulmonary hemorrhage at Twenty-third Street and Sixth Avenue, on the afternoon of December 23. He was taken to the New York Hospital, where for a time his condition seemed dangerous. It was said, however, that he was much better. Mr. Arndt is fifty years old and lives at No. 217 West 110th Street.

American Cigar Company to Build Factory in Garfield

The American Cigar Company has purchased a site at Passaic Street and River Road, Garfield, N. J., on the Passaic River, on which a modern five-story mill, 100 x 142 feet, will be erected next spring. It will cost $60,000. At present the Passaic factory employs 500 hands. The new mill will give work to 1200. The building will be completed next May, when the company will transfer across the river from Passaic.

Season's Greetings From B. F. Alexander

B. F. Alexander, United States representative for the Fernandez y Garcia and Tomas Gutierrez factories in Havana, Cuba, sent his holiday greetings in the form of three appropriate cards with the stamp of one of his famous brands, encircled by a holly emblem, on each one. The brands were "Flor de Tomas Gutierrez," "La Flor de A. Fernandez Garcia" and "Las Perlas."

A "Merriam" Sentiment

THERE is a good bit more than dollars and cents commercialism in the make-up of John W. Merriam, head of the company which bears his name, and his hosts of friends have always admired him for his strong strain of kindliness and sentiment which permeates his entire actions, both in business and in private life.

Recently, the company have been enclosng a little folder in their letters which is strongly indicative of this point and is worthy of reproduction herewith.

> As we grow older and the shadows begin to lengthen, and the leaves which seem so thick in youth above our heads grow thin and show the sky beyond, as those in the ranks in front drop away and we come in sight, as we all must, of the eternal rifle pits beyond, a man begins to feel that among the really precious things of Life, more lasting and more substantial than many of the objects of ambition here, is the love of those he loves, and the friendship of those whose friendship he prizes. JOHN W. MERRIAM & Co.

It is needless to say that a firm that thinks along this line makes good cigars.

Tobacco Man May Be Brooklyn Deputy

According to reports, William J. Gestal, connected with the tobacco firm of Marcelino Perez & Company, of 12 Duane Street, Manhattan, is slated for the position of Deputy Commissioner of Police for Brooklyn and Queens boroughs.

Mr. Gestal is a Republican and his name is said to have been submitted to Mayor-elect Mitchel, and that it has been favorably received.

Mr. Gestal's home is at 221 Park Place, Brooklyn. He is a prominent member of the Montauk Club and a resident of the Park Slope section.

The Camp Cigarettes

The Camp Importation Company have opened up a splendidly appointed factory on West Forty-fourth Street, near Sixth Avenue, and their brands of high-grade "Camp" Turkish cigarettes are now on the market. Their package of ten retails at 20c. in both cork and plain tip and the box is exceedingly artistic and attractive.

"56" Sales Manager in Philadelphia

Robert Appleton, sales manager of the Cado Company, Inc., who have made such a signal success of the "56" cigarettes during the first year of their career, made a flying trip to Philadelphia the day previous to Christmas, and found his goods specially displayed at the Bellevue-Stratford Hotel, and in many of the most select tobacconists in Philadelphia.

The company did a wonderful holiday business, and their special packages were in especially big demand.

President Drucklieb, of the company, has been ill during the holiday season.

$10 A YEAR FOR TRADE PAPERS

By Frank Farrington

WOULD you invest $10 where you felt sure it would return you within a year a hundred or a thousand dollars? Wouldn't you invest $10 where you were surei t would return you even $20 inside of a year?

You have the opportunity, but unless you are the exceptional retailer, you are not making the most of it.

What is it that enables a man to do more business? Isn't it knowing how to advertise? Isn't it knowing how to get people into the store? Isn't it, more than all, having the kind of goods that will interest the consumer the first time and bring him back the second time?

What is it that enables the dealer to make more money on his sales? Isn't it knowing where to buy and when and what to buy? Isn't is knowing how to manage the store economically?

Dealers who have children of their own realize the fact that there is a natural tendency on the part of the youngsters to think they know more than their parents. Dealers who have no children may perhaps remember a day in their own lives when they thought their fathers did not know what they were talking about. But all of us who have arrived at years of discretion are perfectly willing to admit that while we thought we knew it all and needed no help in figuring out the problems of life, we would have found the right answer oftener if we had accepted a little assistance when it was offered. The man who thinks he knows it all has a neighbor who can give him pointers on many subjects. The smartest man who ever lived knows less than you and I about some things.

And you and I, we are making a mistake when we think we know all we need to know about managing our stores. Because we know enough to get a good business and to make a living is no sign we could not get more business and make more money if our knowledge were to be extended. We do not know it all. We can never hope to know it all. There will always be in the other fellows' heads some good ideas that will never get into our own unless they come in through our eyes or our ears.

There is only one excuse for a man trying to run his store without asking or accepting help from outside sources. If he is blind so he cannot read the ideas of others, and if he is deaf so he cannot hear them, he may perhaps be excused; otherwise not.

Of course there are a few merchants who do not want to do any more business, who are perfectly satisfied with the business they already have. I have nothing to say to those men. I never meet any of them personally and none of them are likely to see this. I could not reach them even if I had a message for them.

There was a retailer who seemed to be a monomaniac on the subject of trade papers. He talked about trade papers to all of his friends and acquaintances. He wrote about them and he delivered addresses about them at trade conventions. He became known as "Trade Paper Peters" wherever he went.

This reputation did not disturb him in the least. He kept right on in the same way all the more assiduously. He took six business and trade journals. These covered the various lines of goods he carried and business methods and systems as well. It cost him $10 a year for the six.

"How can you afford to take so many trade papers?" a friend asked, as he saw the six piles back of the desk where at least a year's file of each of the half-dozen was kept all the time.

"How could I afford not to?" Peters replied. "Do you see those display racks out there on top of the show cases? Do you see those silent salesmen show cases and those stands furnished with the goods that are shown on them? Those things are all boosting my sales. They are increasing the business without any more push or advertising on my part. They are getting me trade that I would not otherwise have. All those things, or at least a large percentage of them, I have learned about in the trade papers."

"Couldn't you have found out about them through the traveling men who come here?" inquired the friend.

"Many of those concerns send no men into this territory. I would have known nothing about their goods if I had not seen them described in the trade papers. Some of them are supposed to be sold only through jobbers and no jobbers in this section carry them. When I pick up a self-selling line of goods in that way, my competitors who do not study the trade papers know nothing about them and I steal a lap on them. When I get a line the other fellows don't have, I get a line I can make pay me a good profit. When the other fellows get a line I don't have, they steal away my customers. My trade papers keep me on the right side of both those propositions.

"That window display you were complimenting Tim on as you came in was arranged by him, all right, but he got the idea out of a trade paper and it has already sold enough goods to pay for that paper as long as I shall be in business, and some besides.

"How would I know what is doing in the trade if I took no trade papers? How would I know when a new article appears on the market that is going to have a big sale as soon as the public sees it? My jobbers are all good people, but they can't carry everything or even tell me about everything, and the manufacturers don't all send salesmen here, not by a long shot, and those who do come don't waste much time telling me about the lines of the other fellows. The more information I have, the more business I can do and the better I can do it. I want to know what's new while it is new, not a year after it had been put on the market. If a manufacturer is offering advertising and selling helps I want to know about them in time to help me move *the goods I already have on hand.*

"You sometimes say you think I have an up-to-date store. Well, I try to have and I go about the trying in two ways. I make it a point to look into every store in my line wherever I am passing one, in this or any other town, just in order to see what they have that is an improvement on what I have. That's one way. The other way is to study my trade papers and business journals you think are such an extravagance. I find that the first place the facts about anything new in my line are made public, is in the trade papers, often in the advertising pages."

"Trade Paper Peters" has the right idea. If there were more like him there would be less complaint about mail order and other irregular forms of competition.

How much are you spending every year for trade and business magazines? How many of them do you take? Perhaps you get two that you pay for and groan every time the bills come in for the subscriptions. You often think you will cut off one of them because it has not paid you, but you very likely end by letting the matter run along until you have to settle for another year because you have accepted the journal.

Well, the reason why your trade paper has not paid you, if indeed it has not, is that you have not read it. You cannot get anything out of a trade paper without going after it any more than you can get money out of the bank without a check.

And if it costs you such a struggle to give up the price of a trade paper every year, why don't you pay for several years in advance and save yourself that annual struggle with its possibility of costing you the paper for a year?

Back of every trade paper is a corps of workers doing their level best to put something into the paper that will help your business. There are advertising solicitors urging their clients to offer you through their space the best possible inducements to get your business. There are writers who are telling their own and others' experiences in the struggle for trade. There is an editor throwing out the matter he thinks might start you on the wrong trail, and eliminating advertising that recommends goods that will not bear close scrutiny.

Ideas are what you want for the development of your business. Ideas are what you must have. No business will grow unless there are ideas behind it; new ideas. The man of one idea does not get very far and the man of no new ideas is his brother.

Have you never felt that you had not an idea in your head, that you could not evolve one to save your neck? Whether you have felt that way or not, there is no doubt there have been times when you were in that condition. And even if you were a perfect mine of new ideas, you will not find in that mine all the best ideas. Others will evolve better ones that you can only get through the clearing house of the trade press.

I know what a good many dealers will say who read this. They will say, "Oh, yes; I know all that. He isn't telling me anything new. I take the '————' and I wouldn't think of running my store without it. It always has some good things in it."

That idea is all right as far as it goes, but it is not even the beginning of the enthusiasm the dealer ought to feel about the trade papers. Remember "Trade Paper Peters"! One trade paper gives you some help just as one show case helps to display the goods, but who would think of getting along with one little showcase? Yet there are many who are willing to stop with one trade paper. Don't try the homeopathic treatment on your trade paper expense. Take at least as many as "Trade Paper Peters" took. Take a good publication covering each line of your stock.

No one journal has a monopoly of all the good ideas. Take enough to be sure of getting more ideas than you can possibly use. You are a hundred times more likely to get too few than to get too many trade papers.

One good business idea, showing you how to save money in operating your store, will be worth to you in a year from ten to a hundred times what you pay for the paper in which you find it.

How are you to know when you are taking enough trade papers? Well, you are not taking enough until you are spending ten dollars a year for them. In all probability you may not be taking enough even when you reach the ten dollar mark.

You should take all the trade papers you can find time to read and unless you find time to read at least ten dollars' worth each year you are neglecting your business. Of course you may not have time to read them at the store without cutting out some of the pleasant little visits you like to have with your acquaintances, but if visiting is more important to you than succeeding in business, I have nothing more to say to you on the subject.

Then there are the clerks, the salesmen, the selling force of the store. They must be induced to read the trade papers. Of course they ought to want to read them for their own advancement, because nothing they can do will pay them any better, but if they show no voluntary interest in such reading, an interest ought to be created. Get the salesman to express a preference for some paper and then get him that one.

By asking an employee to go through a certain journal each issue and check up the things he thinks you ought to see, you will develop a personal interest on his part not only in the paper itself, but also in the needs of the store.

If I had a salesman who cared enough to want to read a certain trade paper connected with a line of goods I was selling, I would get him that paper if it cost me ten dollars a year for the subscription. My ten would come back to me just as surely as if it were to return stuck between the pages of the first number received.

How much extra business must you do in order to get back the $10 you should spend each year for trade papers? Perhaps thirty or forty dollars. Do you mean to say you ever saw a trade paper that would not supply you with enough ideas in the course of a year to increase your annual receipts $40? I have seen the poorest as well as the best trade journals in your line and I never saw one that would not produce $40 in gross receipts for any man who can read.

It is worth $10 a year to have the privilege of writing to a trade paper editor for information about your business, for the name of some house you cannot locate, for advice about some legal point connected with the trade, or for information of a technical character. It is worth $10 a year just to have some unbiased party to whom you can send samples of your advertising and find out how you could make it better, or why it does not pull as you think it should.

The trade paper is a bureau of experts and all those experts are at your service for the price of a postage stamp if you are a subscriber.

The trade papers, one or a dozen of them, will not prove worth a cent to the dealer who does not use them. What would you think of a man who would come in and make a purchase and pay the bill and then tell you to throw the goods on the junk pile because it was too much trouble for him to take them home and use them?

What you would think of such a customer is what I think of you if you do not read your trade papers.

When a circular comes along advertising a trade paper, or when you receive a notice that it is time to renew your subscription, perhaps you take just the same mental attitude you assume when somebody comes in and asks you to sign a subscription paper. You take the position right away that you are being asked to give somebody something as an accommodation to them. That is because you have not been making use of your trade papers. You have not been getting value received out of them thus far and you do not expect to get it in the future.

Whose fault is it that when a trade paper is sent you filled with ideas worth hundreds of dollars to you, you don't get a dollar's worth of ideas out of it? Can you lay it to the publisher?

Ten dollars' worth of business journals a year is the irreducible minimum for any retailer. Every dollar you save of that ten costs you from ten to a hundred to save it. It might cost you a thousand. The idea you miss getting this year may be an idea that would be the making of your business for years to come. You never know when the *Big Idea* for you is coming by. To save a dollar on trade papers this year, or to save an hour's time this month by neglecting the reading of one paper, may be the means of your losing just the idea or the opportunity you need most.

The $10 spent in a year for trade papers is an investment that is certain to pay you large returns if you give it a chance. If you do not give it a chance, you are not entitled to any returns. Buying trade papers to feed to the waste basket is no different from putting the money they cost right into that receptacle in the first place.

"OH YOU CHICAGO, OH YOU NEW YORK," TO SAY NOTHING OF PHILADELPHIA!

Read This, if You do Not Live in Chicago, and Then Get Real Sore at the Rapid Transit Company in Your City

ON the crowded platform of an elevated railroad station in Chicago during the rush hour one evening a passionate little Preacher wiggled, smirked, smiled and blushed between two admiring women, the wives of hardworking business men bound straight for perdition. In one hand he clutched an umbrella, as if he were going gunning for turnips, while with the other he made Genevieve-like motions to the tune of his chin music, which was on the order best described by a familiar stockyard expression.

Two green lights, heralded by an increasing roar, twinkle suddenly in the murk up the track.

"Jackson Park Express!"

This from the leather-lunged Public Servant who keeps Boobs and Drunks from getting on the wrong train, and gets no thanks for his pains.

The crowd surges forward, carrying the passionate little Preacher and his fair companions through the gate and into the door of the car at one swoop. But hold! The delicate nostrils of the passionate little Preacher detect a hated odor, and the minute his Brogans touch the floor he balks. Blushing furiously, he tries to twist his Beezer over his shoulder in the direction of the two women, whom the inrushing human tide has landed high and dry against the gate on the far side of the platform.

"But—(shove, balk, shove)—but, ladies, we can't go in the smoker with all these Hogs!" (The "o" in hogs pronounced as in "model.")

More people, dashing through the turnstile with driving power generated by despair, hit the struggling mass for a large gain, and the little Preacher, passion and all, is catapulted into the middle of the car, where he comes to a stop with his hat over his burning ears, sardined for half an hour to come between two barrel-chested Hogs with heavy watch chains, who pull on black cigars and read the pink sporting extra with interest.

That's down-town Chicago at 5.30 P. M. every day in the week except Sunday. No place for the father of a minister's son who can't stand the pace!

Let's call the Hogs in the smoker Good Fellows, and take a little more liberal view of them than the passionate little Preacher, whom we will now Hook from the stage of this pen and ink vaudeville.

The car is packed. The more fortunate ones have seats; the others stand in the aisle, clinging to straps.

"The money," quoth the company, "is in the straps!"

We see all kinds of smokers, smoking everything, with cigars in the greatest prominence. Cigarettes and pipes contribute to the near-opaque fog which hangs under the roof of the car. Business men, both Bosses and clerks, professional men and uncouth laborers, sit or stand elbow to elbow. The Brains of a big mail order concern borrows a match from a lean and hungry Window Washer, and mutual politeness is manifested on both sides. Most of the Good Fellows read newspapers. Those who cling to straps manipulate a cigar and newspaper with the same hand in a manner brought to perfection by long experience. The train rumbles on through the canyons of sky-scrapers dotted with rows of red little windows, out of the loop and away to the south, many miles, to the homes where wives and mothers have supper on the stove. The Good Fellows in the smoker are the happiest on the train. Nothing bothers them, and nothing makes them sick.

The elevated railroad companies of Chicago have a standing rule that every train must carry a smoker. The car is marked "**SMOKER**" in white letters a foot high on the blue background of a metal sign nailed to the middle of the coach, where all the world may see. On the end of the coach, attached to the gate, is a huge letter "S," which is white printed on black tin. This is to guide people going from coach to coach, looking or not looking for the smoker.

The smoker rides either at the head or at the end of the train, and there is much speculation among Good Fellows waiting on the station platforms as to the location of the coach on the train they wish to take. The wisest cannot tell, and to take a position on the wrong end of the platform often means the loss of a seat in the smoker. Some crane their necks as the train approaches, and then, under the impression that they have solved the question, rush to what they consider the proper position. They are often fooled, for there is nothing on the head end to designate the location of the smoker. For that reason many are guided by a "hunch" in this matter, and they are right at least as many times as they are wrong. Sometimes, though not often, the make-up man of the train fools the tobacco-lovers by putting the smoker in the middle.

The Good Fellows are treated much better by the elevated railroad companies than by the street railways of Chicago. The surface cars carry no smokers. If a man wants to smoke he must go up in front and stand with the motorman in his little compartment. He cannot sit down, for there is no place to sit, and in the evenings there is not enough light to permit him to read a newspaper, as the motorman must have darkness behind him in order to see the track ahead. The compartment is crowded most of the time, and one could cut slices out of the air with ease. From time to time certain organizations opposed to the use of tobacco have attempted to compel the street car officials to forbid smoking on the front end, on the ground that the respiration of the motormen was endangered. Nothing has come of this movement, however, and the motormen continue to average a degree of health about ten times higher than that of the would-be reformers.

While the rules of the surface cars forbid smoking, except as indicated, there are certain sections of Chicago where the inhabitants make rules of their own after midnight. For that reason the "owl" cars are all smokers, and as most of the passengers are more or less intoxicated, the conductors find it better to wink at the violation rather than to start a certain pitched battle by making a protest. Few complaints are heard from women or men.

However, the general policy of the street railways is to do away with smoking on the cars. New cars of different design were installed not long ago on the south side, and no provision has been made for smokers.

Pull for the day when the Good Fellows will rise up and demand the recognition for the weed from the street railway companies which they have already received from the elevated railroads of Chicago.

Pennsylvania Manufacturer Locates in Cleveland

H. O. Sechler, formerly of Richland Centre, Pa., and A. H. Cantor, of Cleveland, have formed the Cantor-Sechler Cigar Company, with headquarters at 2364 East Fifty-fifth Street, Cleveland, O.

The new enterprise, which has been in operation about four weeks, caters to the individual smoker, making a specialty of manufacturing cigars to suit any taste, and covering a wide range of prices.

The firm have established a clientele of two hundred patrons, and are optimistic over the outlook for the coming year.

Showing the method of lightering Turkish tobacco for export.

San Francisco

Light Stocks Carried by Trade—Excellent Prospects for Jobbing Trade—New Modern Buildings Going Up to Replace Temporary Structures—"Jose Vila" "Made in Bond" Cigars for Sale

SAN FRANCISCO, December 22, 1913.

JUDGING from the frantic efforts made during the last few days by retailers in the country to get some hurry-up orders filled, it looks as though some of the outside dealers had rather overdone the caution business in their anxiety not to buy too heavily for the holiday business. Generally speaking, buying for the season was rather light and the trade as a whole must be carrying rather light stocks, in fact about the lightest on record. The city trade also bought with great caution, but as the jobbers have been anticipating a rushing business in the eleventh hour they have been able to take care of these in pretty fair shape. Some of the country retailers may, however, suffer from lack of goods.

In this city the volume of the December business has been perfectly satisfactory. The box trade for the holidays is considerably above the average; and sales over the counter have been just about normal for this time of the year. The weather has been clear and cold most of the time, and this has helped out more or less.

The jobbing trade will begin the new year with excellent prospects as far as Coast conditions are concerned. Retailers are universally short of stock, the rains have been good and well distributed throughout the agricultural counties, and the only thing that can check business is a turn for the worse in eastern financial conditions. This does not seem to be in prospect, and the wholesale and distributing trade here is very hopeful as to spring business.

Sol. Ehrman, a pioneer merchant of Mission San Jose, near this city, and the father of Albert and Alexis Ehrman, of Ehrman Bros. & Co., wholesale cigar dealers of this city, died here a few days ago at an advanced age.

William Bercovich, formerly a San Francisco jobber, but now in the wholesale business at Sacramento, Cal., have been in San Francisco this week visiting with his brother, of Bercovich & Co. He reports business in the Sacramento Valley as looking up and in good shape for the early spring.

The march of improvements on Market Street continues to put more retail cigar stores out of business. Several of the Gunst stores have been closed for several months awaiting the completion of new modern buildings in place of the old temporary "shacks" put up after the great fire of 1906; and now one of the Market Street stores of the United Cigar Stores Co. has been notified to vacate at the end of three months in order to make way for a notable extension to the Crocker Building, one of the oldest of San Francisco's buildings of the "sky-scraper" class. The store affected is the one directly opposite the Palace Hotel.

W. I. Pixley, whose stock of "Pera" cigarettes was reduced to a very small margin by the burning of Glaser Brothers' jobbing house a couple of weeks ago, has been doing some rushing work in getting in goods in order to keep up the work on the "Pera" line. He got in some express shipments in response to telegrams a few days ago and will have a freight shipment at hand in a few days more. He reports a splendid distribution of these cigarettes since taking up the line.

M. A. Gunst, head of M. A. Gunst & Co., came in from the East a week since, after some experiences on the road in the way of being snowbound that made him glad to get safely back in California. Gus Simon, of the Portland branch of M. A. Gunst & Co., reached San Francisco about the same time as Mr. Gunst. Morgan Gunst, who recently returned from a month's stay at Los Angeles, is now preparing for a trip to Honolulu.

C. W. McCormick, Coast representative of Y. Pendas & Alvarez, is in San Francisco for the holidays. He looks forward to a good spring business. Soon after the first of the year Mr. McCormick will leave for the East for his annual trip to the factory.

Arthur Meyer, Coast man for Bustillo Bros. & Diaz, came up from the South a few days since and will spend the holidays in San Francisco.

H. Bier, San Francisco distributor of the "Jose Vila" line of government bonded clear Havana cigars, is in receipt of the first shipment from Berriman Brothers' factory. He is the first man in the trade to have these certified goods, and will begin placing them with the trade at once.

At this season of the year a number of changes are usually to be noted; but so far the number made public is not notably large or important advices from the South show several changes of minor importance in Los Angeles. S. M. & L. E. Hopkins have sold out to R. Macinaw; Morris Burk has bought out the business of F. C. Stevens; L. H. Vogel has taken over the business of A. R. Johnson, and A. Mussanti has bought out S. Reina.

ALLEN.

Standard Binders Going Big

Every effort is being made to push to rapid completion the new improved mill of the Tobacco Production Company, where the most modern and specially designed machinery will be installed for the production of the Standard Pure Tobacco Binder. The appointments of the new mill have been scientifically planned to meet the exacting requirements of the manufacturing process that is responsible for the evolution of the binder from Havana tobacco stems, cuttings and scraps. The officials of the Tobacco Production Company have been at work for some time past collaborating with machinery experts in order to hasten to completion the necessary equipment.

First orders from cigar manufacturers and re-orders from those who have already tried out the binder, are coming in so fast that the company is planning to operate on a three shift system. This will make it necessary for the mills to be worked night and day continuously throughout the year. The Standard Pure Tobacco Binder, having overcome all obstacles and prejudices, is now firmly entrenched as a real necessity wherever good material is required for the manufacture of cigars of all grades and prices. While at first the Standard Binder was used principally on low-priced cigars, the quality has been steadily raised to the point where it can be applied to all grades of cigars. The latest specimen of Binder is a genuine guaranteed clear Havana that is being specially used for the better grade cigars.

The officials of the Tobacco Production Company appreciate the co-operation extended to them by those manufacturers who were first to recognize the possibilities of the Binder as a substitute for and an improvement over regular grown leaf. To these manufacturers quick deliveries are being made on all orders received and to all other factories sending in their orders now will be extended every courtesy in the filling of Binder requirements, the latter being shipped in the order in which they are received.

William J. Sneeringer

WILLIAM J. SNEERINGER, a prominent tobacco manufacturer and grower of Baltimore, succumbed at the Mercy Hospital on December 12, as a result of hardening of the arteries. Mr. Sneeringer had been bedridden for almost a year.

Being seventy-six years old, Mr. Sneeringer was one of the oldest men engaged in the tobacco trade in the city. He was considered successful. His firm was originally Sneeringer, Taylor & Neer, but was later changed to Sneeringer & Company.

In the pursuit of business he traveled considerably, making many trips to Europe for the purpose of establishing agencies. He lived at 1317 North Charles Street, and his only hobby was in maintaining a stable of fine driving and riding horses for his own use.

Mr. Sneeringer was the last of his generation in the family except the Reverend Mother Joanna, abbess of the Carmelite Convent at Wheeling, W. Va. He is survived by a son, William J. Sneeringer; a daughter, Mrs. Edward Badart, and two grandsons, W. J. Sneeringer, 3d, and Edward Sneeringer Badart.

Dudley P. Moors

Dudley P. Moors, for many years in the cigar and tobacco business in Charlestown, Mass., died on December 19, at his home, the Waverley House, Charlestown, Mass.

The deceased was born in Groton, sixty years ago, and received his early education at Lawrence Academy.

Mr. Moors is survived by a wife and one daughter.

Simon Smith

Simon Smith, a veteran cigar manufacturer of Ottawa, Canada, died on December 23, at his home at 511 Filmore Street, that city. Cancer of the stomach caused his death.

The deceased was born in Germany in 1846, and came to America with his parents in 1852. He is survived by a wife, three sons and one daughter.

George J. Smith

George J. Smith, a former president of the American Cigar Company, who accumulated a fortune in the cigar manufacturing business, died on December 24th, at Atlantic City, N. J. He was an ex-Congressman and was formerly a treasurer of the Republican State Committee, and in 1903 represented the Twenty-fourth District of New York in Congress. His home was in Kingston, N. Y. The deceased was fifty-five years of age.

James B. Johnson

James B. Johnson, for many years connected with the R. J. Reynolds Tobacco Company, died at his home in Winston-Salem, N. C., on December 16. His death resulted from appendicitis. His condition was so serious that even before the operation was performed, little hope was held out for his recovery.

The deceased was fifty-three years old. He is survived by four children, one daughter and three sons, and a widow. Besides these, five brothers and two sisters are living.

Colonel J. G. Davis

With the death of Colonel James Graham Davis a few days ago, passed another one of the pioneer cigar and tobacco men of Chicago. Colonel Davis came to the city from Louisville, Ky., in 1871, a short time after the great fire had made its visitation to the future metropolis of the West. He had been engaged in the tobacco business in Louisville, where he had met with success, but all previous obstacles were as nothing compared to the task which confronted him in building up the cigar business of Franklin MacVeagh & Company. He worked with the enthusiasm which to the last was one of his most striking characteristics, and with his rough hands shaped the principles which to the present day rule in the large cigar business of Franklin MacVeagh & Company, who are now leading distributors for a number of popular brands. Later he went into the cigar and tobacco brokerage business on his own account, and for many years was a distributor for Bondy & Lederer. He built up a business of $2,000,000.

Finding that old age was beginning to tell on him, Colonel Davis retired about five years ago, leaving the concern in the hands of his eldest son, Graham. J. G. Davis & Company are at the present time distributors for "Tom Keene" cigar in Western territory, and have a large outlet through the Steele-Wedeles Company, wholesale grocers of this city. Colonel Davis served with distinction in the Civil War, on the side of the lost cause.

He won distinction in the local commercial world in the early eighties by springing some of the most novel advertising dodges which the town had seen at that time. He once sent a circular letter to nearly every married woman in Chicago, urging her in eloquent language to try a new brand of plug tobacco which he was placing on the market. He demonstrated in this that he knew woman nature well, for the wives, as he had guessed, carried the letters to their husbands with some indignation, and forced them to read the circular, where if it had been mailed to them direct they would have read but a small per cent. of them. The husbands, having their attention called in this unusual manner, gave the new goods a trial at the first opportunity and the success of the brand was assured from the start.

Colonel Davis was married twice, the mother of his two sons having died many years ago. He has a little daughter, Virginia Lee Davis, by his second wife. The cause of his death was aneurism of the heart, which, unsuspected by him, had been in existence for a long time.

Matthew Hutchinson

Matthew Hutchinson, a cigar manufacturer, died on December 18, at his home, 3601 Avenue I, Flatbush, Brooklyn, of general debility. The deceased was seventy-two years old and is survived by a widow, one son and one daughter.

William Taylor

William Taylor, a cigar manufacturer of Brooklyn, died at the home of his daughter, Mrs. Lillian Fox, at 358 Central Avenue, on December 16. He was forty-nine years of age.

John Wenner

John Wenner, a retail cigar dealer of Brooklyn, died at his home, 134 Fifth Avenue, Brooklyn, on December 17. He was seventy-seven years old.

Charles W. Edwards

Charles W. Edwards, a cigar manufacturer of Alpena, Mich., died on December 20, at his home in that place, of typhoid pneumonia.

The deceased was fifty-nine years old, was a Mason, a Moose, an Odd Fellow, and was a founder of the Chase Benjamin Gun Club.

A Neat San Francisco Window

SAN FRANCISCO, CAL.

Extensive specialty work on the part of jobbers and manufacturers in San Francisco has led to a rather peculiar condition, that is the custom among independent retailers of renting their window display space to any specialty man who makes the best bid; and the result is that most of the display work worthy of the name is commonly done at the expense and under the direction of the manufacturers or their agents. A notable exception to this custom is found at present in the store of John C. Conner, "Purveyor to Discriminating Smokers," at California and Davis Streets, who is featuring his own brands in excellent style.

Not only the windows, but the entire store, have been beautifully decorated for the holiday season. Mr. Conner is no slouch as a window dresser himself, but for this occasion he secured the services of Ed Crane, a cigar window expert who has a high reputation locally. The store, open in summer, has been enclosed for the winter, with a door to keep out the December breezes, giving a cozy effect inside. From the ceiling and around the walls, at the top of doors, windows and shelving, are suspended garlands of redwood foliage and red berries, and the same effect is carried out in the windows, in each of which is an effective arrangement of various brands of cigars in fine sizes, and in small packages suitable for the holiday trade. These are set off with packages of cigarettes, tobacco, candy and pipes, these being the only lines the brands of which are not controlled by Mr. Conner's establishment. In each window, also, is a large window card neatly lettered with a catchy inscription, one being, "For the ladies: Select his favorite brand. We will assist you in making your choice."

The principal line featured is under the "Purveyor" brand, clear Havanas in a large variety of fine sizes and shapes; and there is also the Porto Rico line, "Benditos," made by the Compana Commercial de Caguas, all put up especially for Mr. Conner and bought direct from the factories.

Just how much business has been directly due to the display would be hard to say, but Mr. Conner has certainly has a tremendous run for the holidays, and has been constantly on the jump since the first of December. During the last week before Christmas about 50,000 cigars were sent out from this one small store. Mr. Conner admits that it took some nerve to put in an independent display of this kind, but is more than satisfied with the results.

ALLEN.

Stickney Cigar Company Makes New Lease

The Stickney Cigar Company, now owned and managed by Niles & Moser Company, and Rothenberg & Sloss, of Kansas City, have recently leased the storeroom at 511 North Seventh Street, St. Louis, Mo., for a long term, at an annual rental of $3300.

Extensive alterations will be made to the front of the store and the Stickney Company will install elaborate fixtures, making this one of its principal cigar stands. The lease was made for the account of Missouri Valley Realty Company.

New Quarters for J. & B. Moos

The J. & B. Moos Co., wholesale cigar and tobacco dealers, of Chicago, Ill., have leased from the estate of E. J. Lehmann, the entire first floor and basement of the building at 211-219 West Randolph Street, for a period of ten years. The premises contain about 28,000 square feet and were last occupied by the city of Chicago as a temporary City Hall.

The lease was negotiated by Albert H. Wetten & Co.

The rental terms are withheld, but it is understood the store has been offered at an annual rentof $15,000. J. & B. Moos have been located at Randolph Street and Michigan Avenue for the last twelve years, but did not renew their lease owing to the pending ordinances for the widening of Michigan Avenue, which would condemn part of the building.

It is an interesting coincidence that this firm has been located on Randolph Street for the past fifty-seven years. In 1856 the founder of the firm, Julius Moos, opened a cigar store in the Metropolitan Hotel at the southwest corner of Fifth Avenue and Randolph Street, so that the new location immediately adjoins the one occupied by them fifty-seven years ago.

Omaha House Expanding

Tracy Brothers, one of the largest exclusive cigar jobbing house in Omaha, founded in 1892 by the late Charles A. Tracy, still continues to grow and branch out.

This firm had its beginning in a small store at 1523 Douglas Street, but the business grew so rapidly that in 1902 the firm incorporated, and later took over the three-story building at 1415 Douglas Street. In 1911 this company opened a stand at 542 Broadway, Council Bluffs. Recently it has converted the Moritz Meyer store into another one of their branches.

Since the death of Charles A. Tracy, the management of the company has been in the hands of Vice-president T. H. Tracy. Their goods are being pushed both wholesale and retail at a rapid rate, another example of the oak that comes from the acorn.

Sharples Goes to Shipley-Massingham Company

PITTSBURGH, PA.

W. F. Sharples, who has had charge of and was interested in the Stallings Company, McKeesport, for the past year, and who was extremely successful in the cigar game, has severed his connections with them and after the first of the year will be associated with Shipley-Massingham Drug Company, of Pittsburgh, Pa. Shipley-Massingham Company are distributors of "Cuesta-Rey," "Jose Garcia," "Rey Oma" and "New Bachelor." Mr. Sharples will take over with him the famous "Chas. Denby" and "La Saramita" cigars, making this department one of the most complete in the city of Pittsburgh. With these lines Mr. Sharples and Mr. Sprague, formerly of Rhode & Company, Cincinnati, the Shipley-Massingham Company should finish 1914 with a big cigar business.

A. J. F.

Detroit

Imported Goods in Favor for Holidays—Hoffman Tobacco Company Purchasers at Receivers' Sale—New Factory for Banner Cigar Company—Offer of Last Cigar in Any Box Free, Stimulates Trade

DETROIT, MICH., December 24, 1913.

A HAPPY NEW YEAR! This is the day before Christmas and, believe me, we cigar dealers are just as busy as we can be getting out orders. This applies to everybody who features fancy packages and boxed goods for the holidays. On the aggregate it is not likely that business will run considerably ahead of last year. It seems that many firms in the habit of giving boxes of cigars are giving a cheaper grade of cigars this year in order to reduce the expense. For instance, one large house that usually spends $150 for cigars and has always bought high-grade imported goods came in and said: "I don't want to spend a single penny more than I did last year, but I have more people to take care of this year, so I want you to give them something nearly as good that doesn't cost quite as much." And this is the spirit of most business houses for 1914. They are not doing anything radical, but they are not inclined to be as free in their expenditures for cigars, etc., as they were last year. In other words, they are conservative and are spending their money as if every dollar counted.

Imported goods continue to be in favor for Christmas gifts, and there isn't a window in which you won't find all the leading imported brands. It is hard to say which are most in demand, but from reports of the dealers the writer would infer that such brands as "Websters," "Lozanos," "Charles the Great," Henry Clay and Bock & Co., Upmann, "Romeo and Juliet" have been going big, while the private brands of each store are also being pushed with much success.

The cigar stock of the Gustav A. Moebs & Co. plant on Hastings Street was purchased a few weeks ago by Edward Barnett, who had them auctioned off a few days previous to Christmas at the vacant store corner of Monroe and Liberty Streets. The place was always crowded, particularly with the working class of people, and in this way the entire purchase was disposed of, needless to say at a nice profit. The writer took occasion to spend several minutes while the sale was in progress, and actually it is surprising what big prices people will pay for things at an auction sale. If the same goods were sold through the legal channels in a store, they would not bring half what they did by auction. Eddie Barnett is an alderman and also proprietor of the Dresden Cafe. He must be given credit for his keen judgment of human nature.

On December 16th took place the auction by the receivers of the Gustav A. Moebs & Co. plant, such as the tobacco stock, fixtures, etc. These were sold for $32,250 to M. R. Hoffman, of the Hoffman Tobacco Co., of Marietta, Pa., who will arrange at once to sell the property either as a whole or in piece meal.

The following article appeared in a leading afternoon newspaper in Kalamazoo, Mich., a few days ago: "Sam T. Goldberg, of Detroit, formerly of Kalamazoo, and one of the proprietors of the 'La Azora' cigar factory in Detroit, seems to have run across a bonanza in the form of an electric automobile starting device in which he has a third interest. Goldberg invested $500 in helping a young Detroit inventor a few years ago and was given a third interest in the device, which was at that time unperfected. He gave the matter no more thought until a few days ago, when he was informed by the inventor that one of the largest automobile companies in the country had offered $250,000 for the patents covering the device. Goldberg and the inventor expect to realize even more than that sum out of the starter and from all appearances the investment of $500 will net the former Kalamazoo man a neat fortune." Sam T. when he heard of this just smiled and would not commit himself. As "silence gives consent" we conclude that the story is authentic.

The Hemmeter Cigar Co. donated twenty-five dollars to the Detroit *Times* "Forgotten" fund, which is used to remember poor children at Christmas time. John P. Hemmeter was in Dayton a few weeks ago looking over the Ohio crop. His son accompanied him.

A live drug store in Battle Creek that gives a lot of attention to its cigar department is the Baker Drug Co. For the holidays the following brands were featured on box trade: "William Penn," "Websters," "Don Antonio" and "Henry the Fourth."

Harry Elsey, formerly manager of the cigar stand at the Downey House in Lansing, and of late manager of the Alt Heidelberg cigar department, has engaged in business for himself in the Bamlet Building, where he is making what he calls "trade stimulators," such as raffle and punch cards, especially adapted to stimulate sales at cigar and candy stores.

Burglars entered the George W. Beck drug store in Durand, Mich., a few weeks ago and secured about $12 from the cash register and a large quantity of cigars and tobacco.

The Klip Cigar Company has been incorporated to carry on a cigar manufacturing business in Detroit. The capital stock is $5000 and the principal stockholders are George S. Clark and A. G. Smith.

Another new factory is to be erected in the cigar manufacturing district which will be located on Warren Avenue, East, and Mitchell Avenue, according to an announcement just made by the Banner Cigar Company, now situated on Randolph Street. The building will be five stories high, including the basement. It will be brick throughout and will have all modern conveniences for factory purposes.

R. L. Cavanaugh, of Cadillac, Mich., has added a cigar stock to his restaurant.

John DeSmit, 907 North Ionia Street, Grand Rapids, Mich., is conducting a cigar factory under the name of the Creston Cigar Company.

J. H. Beck has engaged in the cigar business in Otsego, Mich.

Charles E. Herington has started a cigar store in Lyons, Mich.

B. D. Stockdale has opened up a billiard and cigar store in Wayland, Mich.

Henry A. Gerbers and Cornelius Vandenbout have commenced operations as cigar manufacturers under the style of the Gerbers Cigar Company, at 610 West Fulton Street, Grand Rapids, Mich. Gerbers was formerly in the same business.

E. E. Wheaton, of Traverse City, has accepted a position with the Flint Cigar Company, of Flint, Mich., and will sell the "Old Ols" and other cigars made by that company. He will travel in the northwestern part of Michigan's lower peninsula.

Jacob Rehor, of Hastings, Mich., has installed in his West End Cigar Store a handsome wall case, which is his own design. It is of quarter-sawed oak, matched with lumber and was laid out by Mr. Rehor at one of the planing mills. The doors are equipped with refrigerator locks and are air tight. Mr. Rehor before engaging in the cigar business was foreman for twenty years of one of the table works in Hastings and demonstrated that he still retains remarkable ability along this line of work.

As an example of the manner in which a business can be developed from practically nothing, the cigar business of C. J. Holton, of Detroit, stands out prominently. Twenty-six years ago C. J. Holton set up his first stand. He had practically nothing in the way of capital, but he placed a small case of cigars in Tom Seans' old restaurant at 85 Woodward Avenue. After ten years at 85 Woodward Avenue, Mr. Molton moved into the store at 145 Woodward Avenue. At that time it was generally admitted to be the finest equipped cigar store in the country. The interior furnishings alone cost upwards of $17,000. About two years ago Mr. Holton decided to move off Woodward Avenue and get where rents were not so high, and finally concluded to build his own building, which he did at Adams and John R Streets, which is within the half-mile circle and only a stone's throw from the main thoroughfare. "For a short time the volume of my business decreased, but the fact that I now own my building and have no rent to pay, makes it possible for me to attract trade by a good reduction in the numerous lines of smokers' novelties without profits suffering," said Mr. Holton, who says he is making more real money than ever before, in both the retail and wholesale departments.

A Detroit cigar dealer is stimulating trade by ingeniously catering to the well-known human trait of desiring something for nothing. He offers the last cigar in any box free of charge to the customer who discovers it. The purchaser is at liberty to work out any sort of a combination in order to get that last cigar. For instance, if there are six cigars to any given box when the customer enters, he may buy five of them and demand the sixth one free. Or if he spies any box with a lone cigar in it he can step up and smoke without paying a cent. The dealer sometimes leaves boxes with single cigars in them in order to keep the hunting good. The scheme has brought this dealer a good share of the smoke trade in his section, because he has used an original way of stimulating interest with practically little expense.

Rivaling the best appointed cafes in New York and Chicago, for completeness of equipment, attractive features in general and artistic decorations, the Frontenac, Detroit's newest cafe, in the basement of the Berghoff Hotel on Monroe Avenue, is now open for business. It is strikingly different from any other similar institution in Detroit and presents a vivid and brilliant panorama of everything that is modern. W. D. C. Moebs, a man of both imagination and skill, and an engineer by profession, worked out his ideas along broad and progressive lines and then called in an architect. Together they produced a place that is meeting with great favor; in fact, there has never been a night since the opening, ten days ago, that it has not been necessary to put up ropes by eleven o'clock at night in order to keep the people back whom it was impossible to accommodate. It is proving a popular eating place for the tobacco men. On entering, to your right, there is a small cigar stand which is operated by the Harry W. Watson Company, and is under the general management of Charles E. Bird, who looks after all of the Watson retail stores and stands. Mr. Bird says that the business so far has exceeded all expectations. "The Frontenac is getting the best people and the best spenders in Detroit, and the cigar department is doing double the business we really looked for," he said.

As an outcome of the cigarmakers' strike, Howard Navarre and Otto Limpf have purchased the cigar factory of A. J. Seifert, 428 Front Street, Toledo, O., and will continue the business under the name of Navarre & Limpf. Mr. Seifert will remove his tobacco business to another location, where he will continue in business.

Albert Von der Heide, owner of the Cadillac Cigar Box Company, of Detroit, died December 18th. He was fifty-three years of age. He is survived by a widow and one married daughter.

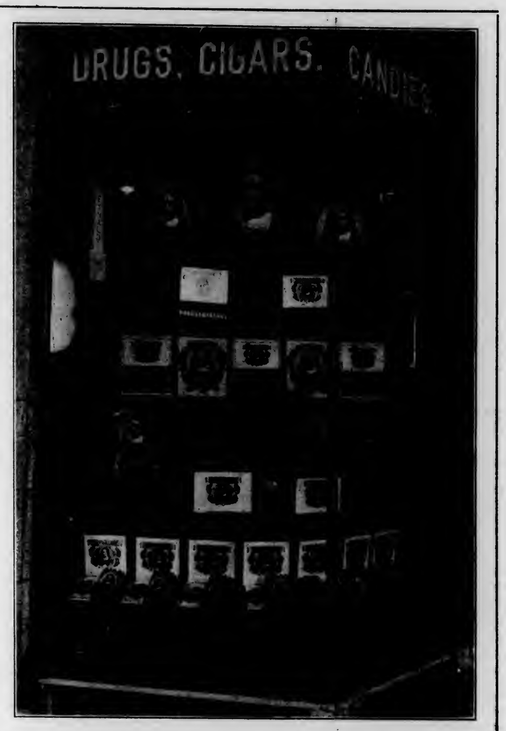
(*Continued on Page 37*)

Boosting "Reynaldos"

THIS illustrated display of "Reynaldos" gives some idea of the strenuous campaign now going on in the interest of "Reynaldo" cigars, manufactured by Luckett, Luchs & Lipscomb. The manufacturers have had splendid window cards printed and this design gives an idea of the excellent showing that can be made with their use.

The display shown here was made in a window of the Todd Becker Company store at Sioux City, Ia., and is located on what is known as the "Busiest Corner in the Northwest."

The display was arranged by B. F. Forsberg.



Pittsburgh

Many Sales of "Savaronas" at Park Building Stand—Big "Omar" Campaign Hits "Smoky City"—P. Lorillard Company Has Successful Season With "Stag" Humidors

PITTSBURGH, PA., December 24, 1913.

THE holiday business in Pittsburgh has been very good. Some dealers are complaining, but the majority state that this was the biggest holiday trade they ever had.

Mr. Harper, of the Products Co., has left the Pittsburgh territory and after January 1st will cover some eastern territory for this company. While in Pittsburgh Mr. Harper was very successful with "Melachrino," "Milo" and "Nestor" cigarettes, and we wish him success in his new territory.

A. Fine, who has the cigar stand in the Peoples Bank Building, reports big holiday business. Mr. Fine carries a full line of imported and domestic cigars. Among them are "Romeo and Julietas," "Carolinas," "Bock and Clays," "Cortez," "Solace," "Cuesta Rey," "Tadema," "Chas. the Great," "El Versos" and "El Preferencia." In nickel cigars "San Felice," "Roig," "Duquesne Club" and "Owl."

"Doc" Easton, of the Falk Tobacco Co., was in Pittsburgh for a few days in the interest of "Tarreyton" tobacco and cigarettes. The Falk Tobacco Company have quite a distribution in Pittsburgh. Reymer Bros. are distributors for this cigarette.

There are several changes in the American Tobacco Co.'s plug department. Mr. Honkins, sales manager for Western Pennsylvania, has resigned and has been succeeded by Mr. Greenawald, who formerly worked the retail stores.

Miss Folwer, manager of the cigar department of E. E. Heck's Drug Store, has gone through an operation to have a tumor removed. She is doing very nicely and expects to be out of the hospital in six or eight weeks.

Jos. L. Sterck, of Brookville, Pa., has one of the finest stands in that section. He carries a full line of the well known brands distributed by the Bock-Stauffer Co., of Pittsburgh. Among them are "Duquesne Bouquet," "Webster," "Iroquois," "Osmundo," "Van Dyck" and "Jenkinson Best." Mr. Sterck also handles the "El Verso" cigars distributed by the W. J. Gilmore Drug Co.

E. Donovan, for ten years with the W. J. Gilmore Drug Co.'s cigar department, is now in the insurance business with the New York Life.

F. L. Linn, of the Liggett & Myers "Fatima" department, has had a very successful year; in fact the biggest year ever on "Fatima" cigarettes.

W. G. Goetz, of the J. T. Snyder stores, is out hustling every day for box business and has had quite a success this year.

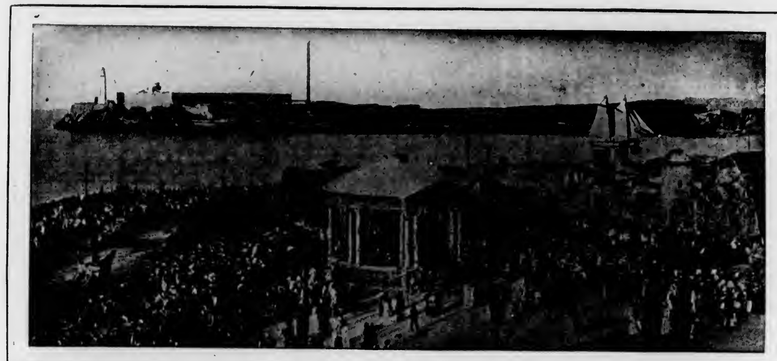
Frank I. Clemans, of the Park Building cigar stand, carries a very nice line of imported and domestic cigars. Among them are "Gonzales" and "Sanchez," "La Victoria," "Tuval" and "White Heather." In Porto Rico cigars he carries "Savaronas" in all sizes. He reports big business for the holidays.

P. Lorillard Co. have just finished a successful campaign on "Stag" humidors. Mr. Hamilton and crew have left for Philadelphia, where they disband until after the Xmas holidays. Look out for them next year.

L. K. Black, of Bock-Stauffer Co., Pittsburgh, reports 1913 his banner year of fourteen years selling cigars. He ended the year by closing an order for 250,000 stogies for 1914 delivery.

The "Omar" campaign that has been going on in Pittsburgh for the last week under the direction of Messrs. Hiles and Nobert, of New York, has met with large success. "Omar" has become a leading factor in the twenty for fifteen cents cigarette world in the town. The salesmen of this campaign all agree that Pittsburgh is already an "Omar" town. Messrs. J. D. Armstrong and H. S. Brubaker, E. R. Brosry and P. T. Green have been in the down-town section of the city making "Omars" a factor, and am sorry that they cannot be in the Smoky City longer. Messrs. J. D. Armstrong and P. T. Green leave for Cleveland, Ohio, to continue their pleasant work of making friends with "Omar." Messrs. Brosry and Brubaker leave for Columbus on a similar mission. S. Simon, division salesman of Pittsburgh, deserves a great deal of credit for the way he has handled this campaign, assisted by Messrs. Wilden and Morwitz, of Ohio. The entire "Omar" crew leave for their vacation for Xmas on the twentieth of December and resume work on January 2d. We hope that another "Omar" campaign will come to Pittsburgh again.

A. J. F.



The Cuban Market

From Our Exclusive Bureau

Havana, Cuba.

HAVANA, December 24, 1913.

WHILE we have a beautiful clear sky here in Havana, with a temperature of 76 to 80 degrees during the day and about 70 at night, the same continued state of the weather in the country is, however, playing havoc with the chances of raising a good temprano crop in the Vuelta Abajo. If no rain should fall this month, then we have to be prepared to see a small and very heavy quality crop in the year 1914, which would be a great misfortune for our cigar manufacturers, and also for the clear Havana cigar factories in Tampa, and other cities of the United States. Thanks to the irrigation system employed in the Partido section, the outlook is more hopeful for this style of tobacco. Excepting Manicaragua, where there are chances of raising eventually a large and good crop, the other tobacco raising districts of the Santa Clara province complain bitterly about the prevailing drought that prevents the growth of the young plants set out, and stops all further transplantings of additional seedlings, which latter can be had almost for the asking, or from thirty to fifty cents per thousand. However, we trust that Dame Nature may finally send us a good shower yet, in the nick of time, and which would change the present aspect completely.

Our leaf market during the first three weeks in December has been rather dull, notwithstanding that we have had quite a number of buyers visiting us, but excepting the large purchase of one manufacturer, the other transactions have been mostly limited to smaller operations. Possibly the buyers thought that they would be able to get some bargains, but in this they have been disappointed, as our packers are by no means anxious to part with their holdings at a loss. On the contrary they are very firm in their pretensions, and unless conditions should change radically for the better they are apt to raise their figures materially during the coming month. Our stocks are still sufficiently large to last for some time to come, but as we have learned from a good, reliable source that the 1913 crop has found universal favor with the American manufacturers, and that their purchases had been restricted only by the scarcity of money, we now feel confident, by the passing of the monetary law in the United States, to see a lively demand for all good kinds of our leaf during the month of January, and entirely independent of what the next crop might eventually turn out.

Recent Leaf Sales.

Sales from December 1st to December 20th amounted to 9,604 bales, or which divided represented: Vuelta Abajo, 3,151; Partido, 323, and Remedios, 6,220 bales.

Buyers were: Americans, 7,138; Canadians, 295; exporters to Europe, 633; shippers to South America, 887; to Australia, 106, and our local manufacturers, 635 bales.

Exports of leaf tobacco from the port of Havana for the last three weeks were: To all ports of the United States, 8,022; to England, 710; to Bremen and Hamburg, 302; to South America, 1,070; to Canada, 295; to Melbourne, 106; to Mexico, 50; thus making a total of 10,555 bales.

Receipts of Leaf Tobacco From the Country.

	For two weeks ending December 18, 1913.		Since January 1, 1913.	
Vuelta Abajo	1,258	bales	257,684	bales
Semi Vuelta	308	"	31,709	"
Partido	12	"	16,826	"
Remedios	1,158	"	173,870	"
Oriente	149	"	7,787	"
Total	2,975	"	Total 487,885	"

Buyers of Leaf Tobacco That Come and Go:

Arrivals—From New York: Joseph Frankfort, of Calero & Co.; Lewis Cantor, Jr., of Lewis Cantor: Emanuel Weil, of Weil & Co.: Howard Friend, of the Friend Leaf Tobacco Co.; S. M. Wallach, of G. Falk & Bro.; José Menendez, of José Menendez: Max Gans, of Max Gans & Son; David Nussbaum, of Nussbaum & Bower, and S. Ruppin, of S. Ruppin.

From Philadelphia: John Kolb and his son, Philip Kolb, the former being the president of the Theobald & Oppenheimer Co.

From Tampa: José Escalante, of José Escalante & Co., and Enrique Pendas.

From St. Paul: W. J. Holman, of Hart & Co.

From Chicago: Emil Wedeles, of Wedeles & Co.; Florentino Vega, of Florentino, Vega & Co.

From Boston: L. W. Scott, of L. W. Scott & Co.

From Baltimore: J. Perlman, of Perlman Bros.

Returned—George H. M. Wyatt: Ernest Ellinger, of Ernest Ellinger & Co.: Bruno Diaz, of Diaz, Herrera & Co.; Ladislao Menendez, of Menendez & Co.

Departures—To New York: Charles Kahn, Joseph Mendelsohn, Wm. Goldstein, Emanuel Weil, Howard Friend, Joseph Frankfort, Lewis Cantor, S. J. Janover and Max Gans.

To Philadelphia: John and Philip Kolb.

To Chicago: August Kuttnauer and Emil Wedeles.

To St. Paul: W. J. Holman.

To Baltimore: J. Perlman.

To London, Eng.: Arthur Morris and Arthur Samuel.

To Key West: Francisco Fleitas.

Cigars.

While the month of December is always a quieter month, and most factories are reducing the forces of their cigarmakers to meet the changed conditions, it seems however that this year is a trifle better than last year so far. The good quality of the 1913 crop has become appreciated by the smokers not alone, but it seems that the importers and jobbers feel more disposed to lay in some stocks ahead to meet the coming demand, at least this is the opinion of judges in the trade. After the beneficial effects of the new monetary law shall have become more generally distributed, and trade assumed its normal aspect in the United States, we shall surely see a revival in the demand for our cigars in the North. In the meantime business with England, Canada, Germany, France, Australia and South America is sufficient to keep our factories fully occupied in accordance with the season.

Romeo y Julieta has very fair orders on hand, and still they seem to be arriving from the above named countries. Don Pepin Rodriguez sailed from Saint Nazaire, France, on the twenty-first inst. per S. S. "Espagne" for our port and ought to arrive here on the first or second of January, 1914.

H. Upmann & Co. have no complaints to utter, as they are getting their full share of the business that is going in all directions.

Partagas reports that business is as good with them as previously reported.

Henry Clay and Bock & Co., Ltd., stated that business is better with them than for some time previously.

Por Larrañaga has had so many calls for its latest creation "Nacionales" from abroad and from our island that they are unable to fill all the orders. Notwithstanding that the holiday orders are past now for some time already, they are so busy—Don Eustaquio Alonso says they are working with full speed and a half—that they are going to open a branch factory at Hoyo Colorado upon January 1st, as their present building is not half big enough to fill the orders on hand.

The trinity of the brands controlled by the Sol factory, viz.: "Sol," "Luis Marx" and "La Devesa de Murias" are as much in favor as ever in all countries that consume Habana cigars, and Behrens & Co. are as busy as during the holiday season.

Castañeda and Fonseca, instead of decreasing the forces of their cigarmakers, on the contrary increased them, in order to fill the urgent calls for prompt shipments.

Flor del Fumar continues working with the same forces quite steadily, as there is no slackening yet in the receipt of orders.

Other busy factories are: Hoyo de Monterey, Punch, La Flor de A. Fernandez Garcia Eden, La Flor de Tomas Gutierrez, La Flor de José Otero, Belinda, El Rey del Mundo and C. E. Beck & Co.

Buying, Selling and Other Notes of Interest.

The sterling firm of E. Rosenwald & Bro. will celebrate upon January 1, 1914, the fiftieth anniversary of the founding of the firm, and although none of the originators are among the living, the successors have carried on the business upon the same lines of strict honesty and equitable dealings with their customers. In remembrance of the past and present time, Mr. A. Bijur, one of the partners, has had the idea to present their customers with a box of twenty-five cigars each, which are made from the choicest product of Cuba's unsurpassed Vuelta Abajo leaf of this year's crop. Mr. A. Bijur is recognized as an undisputed authority on our leaf, and he therefore gave the order to the Punch and Belinda factories for five thousand cigars, one-half of each brand, packed in 40th, and the box is a work of art from the varied-colored inimitable Cuban woods, and bearing inlaid the inscription of "E. R. & B. 1864-1914." THE TOBACCO WORLD wishes the firm of E. Rosenwald & Bro. another fifty years of continued success.

Sobrinos de A. Gonzales were the biggest sellers in our market during the past three weeks, having turned over to their customers 3,030 bales of all kinds of leaf.

John Kolb, of the Theobald & Oppenheimer Co., was a welcome visitor in our city during the past two weeks, and while we had the pleasure of shaking hands with him, as well as with his son Philip, we unfortunately could not see him before his return home, in order to learn the exact quantity of the bales purchased by him. However, upon asking Don Antero Prieto of the firm of Sobrinos de A. Gonzalez, whether he would give us the desired information, he stated that as much as he would like to oblige THE TOBACCO WORLD, he did not think he was authorized to do so without Mr. Kolb's permission, but he might say that the latter secured all that he needed from his firm, and that the amount was about equal to his last year's purchase. As we reported last year 2,000 bales of Vuelta Abajo and Remedios, we therefore think we are not far out of the way in giving the Theobald & Oppenheimer Co. credit for the same number of bales this time.

Other sellers of importance were: Aixala & Co., 1,756; Gonzalez & Benitez, 1,124; José Menendez, 592; Gonzalez Hermanos & Co., 480; Sierra y Martinez, 352; Herrera, Calmet & Co., 307; M. A. Suarez & Co., 215; José C. Puente & Co., 175; F. Rocha & Co., 150, and H. H. Strater, 117 bales.

Other buyers of most importance were: Lewis Cantor, 900; Rothschild Sons & Co., 725; C. E. Beck & Co., 662; Mendelsohn, Borneman & Co., 595; Wedeles Bros., 587; Friend Leaf Tobacco Co., 525; Weil & Co., 479; Hart & Murphy, 450; Calero & Co., 429; Maximilian Stern, 356; Perlman Bros., 345; Allones, Ltd., 300; J. F. Berndes & Co., 172; Garcia & Co., 147 and José Suarez & Co., 101 bales.

H. Upmann & Co. purchased in the country 500 bales of Vuelta Abajo from San Juan y Martinez, the vega "Las Mangas," for their factory. Evidently H. Upmann & Co. are taking Father Time by the forelock in trying to secure as much as possible yet of the 1913 crop.

El Tabaco has published a report about the coming Manicaragua crop, which according to trustworthy information is greatly overcolored, as an estimate of the growing plants in the fields, in the yield of number of bales, varies from 2,500 to 4,500 plants to make one bale of tobacco, according to the number of cuts the plant might give under favorable weather conditions. In fact, even when the tobacco is cut and hanging on the poles, bad weather may cut down the quantity considerably.

Don Miguel Gutierrez, Jr., celebrated the christening of his heir upon Sunday, December 21st, at the residence of his father, 53 Estrella Street, and the boy is called now "Miguel, Angel Gutierrez y Torroella." All Spanish speaking people always carry besides the name of their father also the one of their mother. That the third Miguel Guiterrez may follow in the footsteps of his father and grandfather is our wish.

Don Teodoro Garbade, the president of the Union of Manufacturers of Cigars and Cigarettes of the Island of Cuba, is doing some hard work in trying to get the government to protect the industry by using the Cuban Diplomats to make reciprocity treaties—The Modus Vivendi with Spain is progressing—and to let the Cuban Consuls also look out and persecute all falsifications of our government stamp. The word *Habana* is Cuban property, and no American manufacturer ought to have the right to use the same on his boxes. Very likely a test case will be fought in the courts ere long, and the American law ought to follow the decision of the English courts.

Shippers above 200 bales from the port of Havana during the last three weeks were:

	Bales.
Leslie Pantin	1,120
C. E. Beck & Co.	985
J. Bernheim & Co.	917
H. Upmann & Co.	574
Virgilio Suarez	538
Maximilian Stern	528
Diego Montero	486
Sidney Rothschild	451
Garcia & Co.	435
Michaelson & Prasse	371
Perlman Bros.	345
Manuel Suarez	312
Mark A. Pollack	305
M. Rosenberg & Co.	282
Allones, Ltd.	245
M. A. Suarez & Co.	210
José Suarez & Co.	204

ORETANIV.

Patents of Interest to Tobacconists

1,064,068, Match box holder, J. L. Gaffney, Chicago, Ill.
1,064,317, Tobacco plug extractor, C. W. Gillham, Kansas City, Mo.
1,064,547, Pipe, J. T. Sargent, Chicago, Ill.
1,064,986, Cigar lighter, P. Neukirchen, Chicago, Ill.
1,064,790, Strawberry runner cutter, M. E. Tucker, Sweet, Idaho.
1,065,434, Cigar lighter, C. S. Drake, Milwaukee, Wis.
1,065,472, Delivery cabinet for cigarettes and other articles, W. H. Ross, Redbank, N. J.
1,066,365, Cigar tip cutter, J. D. Battin, Newark, N. J.
1,066,012, Cigarette rod severing device, D. Hemming, New Haven, Conn.
1,066,311, Match holder, J. F. O'Malley, Avoca, Pa.
1,068,300, Combined cigar cutter and lighter, C. Baumbach, Hanover, Germany.
1,068,099, Cigarette box, O. Berghorn, Jersey City, N. J.
1,067,209, Combination match lighter and cigar clipper, P. Amadeo, Shenandoah, Pa.
1,066,579, Making cigarettes, J. W. Blosser, Atlanta, Ga.
1,067,172, Pipe, C. J. Holub, Newport, Ky.
1,067,147, Tobacco leaf stemming machine, J. P. Scovill, Troy, N. Y.
1,067,148, Tobacco leaf stemming machine, J. P. Scovill, Troy, N. Y.
1,067,149, Tobacco leaf stemming machine, J. P. Scovill, Troy, N. Y.
1,068,791, Match box, A. S. Mack, Chicago, Ill.
1,068,606, Pipe cleaner, T. J. Sayre, Newark, N. J.
1,067,327, Cigar cutting machine, T. E. Fearon, Philadelphia, Pa.
1,067,515, Invisible cigar holder, D. D. Getman, Lemmon, S. D.
1,067,390, Cigar cutter, S. Woods, New York, N. Y.

DESIGNS.

44,379, Match box, A. Meyer, Mount Prospect, Ill.
44,205, Stem and mouthpiece for smoking pipes, A. J. Jackson, Jersey City, N. J.
44,128, Cigar and cigarette case, G. A. Henckel, South Orange, N. J.

LABELS.

17,087, "San Tana," O'Flaherty Tobacco Co., Kansas City, Mo.
17,061, "Tailfer" (for Cigars), Crest Cigar Co., New York City.
17,068, "Cuban Stock" (for Cigars), A. C. Henschel, Chicago, Ill.
17,076, "Secula" (for Cigars), Putnam Cigar Co., Ottawa, Ohio.
17,100, "Tim Ansberry" (for Cigars), Fox Bros. Cigar Co., Napoleon, Ohio.
17,105, "Sheridan" (for Cigars), Sheridan Cigar Co., Chicago, Ill.
17,124, "Tango" (for Cigars, Cigarettes and Manufacturers' Tobacco), Tango Manufacturing Co., New York, N. Y.
17,129, "Lovita" (for Cigars), D. J. Borun & Bro., Milwaukee, Wis.
17,134, "Spanish Boy" (for Cigars), Palmer Bros., Bethesda, Ohio.
17,148, "H. D. P. Co. Cigars" (for Cigars), H. D. Peters Co., Monticello, Ill.

PRINTS.

3,290, "Prince Albert—The National Joy Smoke—Makes a hit with a Pipe" (for Smoking Tobacco), R. J. Reynolds Tobacco Co., Winston-Salem, N. C.
3,336, "Bulliest pipe and cigarette tobacco you ever put a match to" (for Prince Albert, the National Joy Smoke), R. J. Reynolds Tobacco Co., Winston-Salem, N. C.
3,337, "It makes a laugh" (for Chewing Tobacco), R. J. Reynolds Tobacco Co., Winston-Salem, N. C.
3,338, "Chewed by fans and players" (for Chewing Tobacco), R. J. Reynolds Tobacco Co., Winston-Salem, N. C.
3,326, "The Real Goods Apple Sun Cured" (for Chewing Tobacco), R. J. Reynolds Tobacco Co., Winston-Salem, N. C.
3,327, "Always give me Brown's Mule" (for Chewing Tobacco), R. J. Reynolds Tobacco Co., Winston-Salem, N. C.

Copies of above patents may be obtained for fifteen cents each by addressing John A. Saul, Solicitor of Patents, Fendall Building, Washington, D. C.

Charles Mattheas & Company Renovating

Charles Mattheas & Company are making some changes in their building at Pine and Front Streets, San Francisco. Heretofore the store entrance has been on Front Street, along which are located a considerable number of San Francisco's leading wholesale cigar stores. Hereafter the main entrance to the store will be on Pine Street, and the corner section will be sublet, as it is considered that this is now too valuable to be held for wholesale purposes when not actually needed. Mr. Mattheas reports a good year with all his leading lines moving well. This company acts as the distributor in the San Francisco territory of the "American" cigar of E. Regensburg & Sons.

ALLEN.

Tobacco Barn Burns

The tobacco barn of Dock Simpson, in the Buckeye section of Garard County, near Lancaster, Ky., was recently destroyed by fire. More than 2000 pounds of tobacco fed the flames together with a large amount of corn, hay and other provender. Farming implements were also destroyed.

LEAF TOBACCO MARKET

Ninety Per Cent. of Ohio Crop Sold—1912 Pennsylvania Going Well—Wisconsin Dealers Have Heavy Season—Connecticut Crop Said to be Off in Weight and Quality

OHIO.

TROY, O.

Conditions in the Ohio field are little changed from last month, although prices have a tendency still to soar. Quite a little Zimmer, Spanish, has been bought at as high as fourteen cents to the growers. It is estimated by some of the best informed that at least ninety per cent. of this crop has already been sold to packers.

Gebhart Seed and Little Dutch is being purchased very cautiously owing to the high prices, yet quite a little of it is changing hands.

PENNSYLVANIA.

LANCASTER, PA.

The trade has taken to the 1912 crop and large sales of it have been reported during the last two weeks. At the rate it is going, the original packers will have very little of it left in a short time.

The local warehouses are said to be holding at least 25,000 cases of 1909, for which there is not a very big demand, although some of it is moving quietly. There has been so much said about this crop that buyers are afraid of it. Notwithstanding this, a recent purchaser of this leaf stated that he found some excellent tobacco in the packings.

One thing, however, that is not satisfactory is the price at which 1912 is moving. The prices at present are ranging from fourteen to sixteen cents a pound, and there is very little profit at this rate.

The weather has been ideal for the curing of the 1913 crop, although at present a moist spell is needed more than anything else for stripping.

WISCONSIN.

EDGERTON, WIS.

The earlier tobacco is now in fairly good shape and is coming in slowly, but the late and medium late crops are still in the sheds drying out. This is due to the fact that the dealers want the crops to dry out more before they are packed.

The weather has been fine and has been of great assistance to the tobacco growers in their work of stripping. More than half the crops are still hanging in the sheds and for this reason the buying movement is apt to extend for some months yet, as not more than thirty per cent. of the 1913 leaf has been sold.

Some tobacco is being received and it is said to be in good condition. As a matter of fact this December is one of the heaviest seasons that the dealers have experienced in some time.

The demand for binders shows no let up and the packers are gradually selling out their stock of old leaf.

The warehouses are preparing for steady work after the holidays and they are now busy organizing their force of hands.

KENTUCKY

PADUCAH, KY.

Business is brisk in Paducah and most of the merchants are catching some of the tobacco money. The first day that the market was open deliveries approximated 500,000 pounds, for which an average price of eight cents was paid. Activity on the local market continued throughout the week, and not since there has been a tobacco market here have there been such tremendous deliveries.

All roads leading to the city have been dotted with wagons loaded with tobacco. Hauling is being done day and night. The deliveries will continue all winter, but will gradually decrease. About fifty per cent. of the crop in the Paducah radius has been sold, according to a prominent buyer, but as the prices being paid are satisfactory to many of the large growers the remainder of the crop will no doubt be sold in the near future. The largest buyer in Paducah is the Weyman-Bruton Co.

CONNECTICUT.

SUFFIELD, CONN.

Fully five hundred men and women are being employed in the warehouses, all of which are working on full time with the exception of that of George Alderman.

The tobacco crops are being delivered to the warehouses every day, and it is no unusual sight to see half a dozen teams, loaded with tobacco bundles going through the town, before daylight bound for the warehouse in East Hartford or Hartford, where the tobacco will be sorted and put through the sweat process and placed into cases. Many of the tobacco crops grown in this town are sold to out-of-town buyers, who operate warehouses here and these warehouses are receiving crops every day of from fifty to sixty acres.

Many of the crops that were bought in the fields this year by buyers out of town are now being cut two or three cents a pound off the price, as it is being found that this year's crop is not up to the standard in weight and quality in many cases. The primed tobacco this year is said not to be up to the standard in quality, and it brought a smaller price this year that last year, yet this variety of tobacco was all bought up by the buyers first this season.

VIRGINIA.

PETERSBURG, VA.

During the approach of the holiday season, the sales of tobacco at the various warehouses have surpassed expectations. Much of the tobacco sold at prices higher than was expected.

Leaf has averaged from 11 to 14 cents, while wrapper goods have brought from 22 cents to 27½ cents. The offerings have been very heavy, and the market has been very active.

Letters to the Editor

Wants Banding Machine

SAN FRANCISCO, CAL., December 6, 1913.

Editor THE TOBACCO WORLD:

Dear Sir,—Kindly give me the name of manufacturer of machinery to stamp the brand on the wrapper of cigars, and oblige,

Yours very truly,
P. O. BURKHARDT.

Answer—Try International Banding Co., 257 W. 17th Street, New York City.

Manufacturer of Glass Jars Wanted

November 25, 1913.

Editor THE TOBACCO WORLD,
Philadelphia, Pa.:

Dear Sir,—As I am about to start in the manufacture of cigars, intending to use glass jars for the packing of the cigars, I would like you to inform me where I can get in touch with such a manufacturer. Please let me hear from you.

Yours very truly,
HUGH L. COLVIN,
1520 East Forty-ninth Street,
Los Angeles, Cal.

Answer.—Whitney Glass Works, Bullitt Building, Philadelphia, Pa.

Wanted, Name and Location of Virgina Factory

LANCASTER, PA.,
19 West Chestnut Street,
December 22, 1913.

Editor "THE TOBACCO WORLD":

Dear Sir,—Kindly give us the name and address of the manufacturer listed under "Factory No. 54, Sixth District of Virginia," and oblige,

Yours very truly,
JACOB G. SHIRK.

Answer—J. B. Haines, Winchester, Va.

This Factory is Located at Manchester, Pa.

EASTON, PA., December 19, 1913.

Editor "THE TOBACCO WORLD":

Dear Sir,—Please give me the name and address of the manufacturer listed under Factory No. 1315, Ninth District of Pennsylvania, and oblige,

Yours very truly,
PARIS CIGAR STORE.

Answer—John Cockley, Manchester, Pa.

Reward Offered for Oscar C. Peterson

Harry Koch, local agent for the company which bonded Oscar C. Peterson, a former salesman of the Mosher Cigar Company, of Omaha, Neb., has offered a reward of fifty dollars for his arrest. The man is wanted on charges of forgery and embezzlement, preferred by the Mosher Cigar Company.

"We are beginning to realize that the man we want is decidedly clever," says Mr. Koch, "and possibly our search may not be immediately successful. Since his disappearance two weeks ago we have worked on many clews that looked good, but quite a number of them have proved to have been blinds to lead us off his track."

OFFICIAL CUBAN GUARANTEE STAMP

Compulsory Under Law of 1912—Appears On All Boxes of Imported Cigars

AS a protection against unscrupulous practices and at the urgent demand of the cigar manufacturers of Cuba, the Cuban Government, in July, 1912, passed a law making it compulsory for manufacturers of cigars, cigarettes and picadura, or cut tobacco, to affix a special stamp on all boxes or packages of the above-mentioned articles, manufactured by them in Cuba. Owing to the fact that some persons have passed off substitutes as genuine imported Havana cigars, there has been some prejudice created against the genuine product of the Island of Cuba.

There is no doubt but that the general effect of this new law will be beneficial, and as much appreciated in the United States as in Cuba. The Union of Manufacturers of Cigars and Cigarettes of the Island of Cuba is to be congratulated on the success of the movement initiated by its persistent efforts, and which finally resulted in the passing of this law.

The stamp pasted on each box of cigars is an absolute guarantee to the smoker that the contents have been manufactured by expert Havana cigarmakers from genuine Cuban-grown leaf tobacco. The Cuban Government has taken all necessary precautions to prevent infringements of these stamps, and they are supplied only to regularly licensed manufacturers by the government direct. The manufacturers are compelled to report to the government the amount of leaf tobacco used and the countries to which the cigars, cigarettes or picadura has been exported.

To educate the tobacco trade of the United States to the marks of the genuine imported Havana cigar, the readers will find on page — of this issue of THE TOBACCO WORLD a facsimile of the two stamps used; the larger stamp is for cigars and cut tobacco, while the smaller stamp is used for cigarettes. The stamps as shown here are exact size, and differ from the original only in the fact that the genuine stamps are green in color instead of black.

The Union of Manufacturers of Cigars and Cigarettes of the Island of Cuba is empowered by the government to proceed and prosecute all infringements or falsifications of these stamps, and will have the support of the Cuban Consuls in the United States, or other legal representatives of the Cuban Government, to bring lawsuits in any court for the protection of the manufacturers in Cuba.

The following details of the principal clauses of the new law are printed herewith:

Article 3. These stamps must be affixed by exporting manufacturers in the following fashion: When used upon cigar boxes, on the lid of such boxes, sliding on the left side down to the bottom, or in a similar way on the front side, and when used upon packs of cigarettes, or packages of picadura, on a visible part of the cover. In both cases the arrangement of the stamps must be made in such a manner as to render it absolutely necessary to tear them before removing the contents.

Article 4. The use of these stamps or labels shall be compulsory upon every manufacturer of cigars, cigarettes or picadura, who may find himself established in the Republic of Cuba and engaged in the exportation of the goods mentioned.

Article 5. Manufacturers shall obtain these stamps or labels by means of a statement presented to the Internal Revenue officials wherein they must express, in figures and letters, the number of stamps required for their monthly shipments abroad.

Article 6. Exporting manufacturers of cigars, cigarettes and picadura who may obtain stamps for shipment abroad will be bound to present to the revenue officials a monthly balance sheet of the stamps acquired by them, of the cigars, cigarettes and picadura packages exported from their factories and of the stamps left over in their possession from the previous month.

Article 7. The Fiscal Zone shall keep a register of the stamps handed over to the manufacturers during the month, and shall make an inquiry, through the export clearance papers sent to the Custom House, and through any other means in its power, into the truthfulness of the balance sheet presented to it according to article seven.

Article 9. The value of the stamps will be as follows: Two dollars per thousand stamps for cigar boxes and packages of picadura, and one dollar per thousand for cigarette packages.

Article 10. Fifty per cent. of the revenue accruing from the sale of these stamps, and of the fines imposed, shall be applied by the Executive to defraying the expenses of the printing of said stamps or labels and of prosecuting forgers of same; and the rest of such revenue shall be handed over by the government up to fifty per cent. to the Union of Manufacturers of Cigars and Cigarettes of the Island of Cuba, provided that this association is willing to undertake the prosecution of fraud in the manner suggested by the government.

Article 11. The fifty per cent. corresponding to the Union of Manufacturers of Cigars and Cigarettes of the Island of Cuba shall be handed over to it by the government in monthly installments of a twelfth part of the total amount.

Article 12. In no case shall the Fiscal Zone delay more than twenty-four hours the application for stamps made by manufacturers, so that the latter may not suffer in their interests and shipments abroad.

Article 13. The government shall send facsimiles of these stamps to its representatives in every country, in order that they may exhibit them in their respective offices and in a public place. It shall, moreover, endeavor to prosecute forgers of these stamps before the authorities of the countries where the offense may be committed.

Article 14. The government shall order its consular representative abroad to make known in foreign parts the proceedings established by this law, in order to distinguish Cuban from foreign cigars, cigarettes and picadura and in order to distinguish the genuineness of the former.

DETROIT

(*Continued from Page 32*)

C. S. Sarluy, of F. & E. Cranz, left December 23rd for New York City, to spend the holidays.

Abe Hirsch, of Joseph Hirsch & Son, was a recent visitor to Detroit.

Joe Carlisle, selling "Optimo" cigars, blew into town before Christmas and stirred up a little business.

Several cigar manufacturers were among the crowd at the Board of Commerce last week, when $610,000 was raised inside of two hours, being the balance necessary to complete the required amount to erect the new Detroit Athletic Club on Madison Avenue. It was noticeable that in the specifications for the cigar department the very highest grade of fixtures will be installed, and will likely be of opal onyx.

Eric Reineke succeeds Ray Reynolds in the cigar business in Owosso, Mich.

The H. O. Bell cigar store, at Presque Isle, Mich., was badly damaged some weeks ago by huge waves dashing against the building and crushing in the side.

Trombley & Groesbeck, of Mount Clemens, Mich., dealers in cigars and operating a pool room, have merged their business into a stock company under the style of Trombley & Groesbeck Company, and will sell at wholesale and retail cigars, tobacco and smoking goods and articles, with an authorized capital stock of $15,000, all of which has been subscribed and paid in in property.

Robert Boltz, of Boltz, Clymer & Co., Philadelphia, was in town the middle of December, and left with some good orders for the "El Palencia" cigar.

H. C. Hanrahan, who travels for the Carpenter-Cook Company out of the Ishpeming, Mich., branch, was in Negaunee recently and conducted a campaign on the "La Palina" sanitary cigar. The mouth end of the cigar contains a loose flat, no paste being used. It is the first cigar of its kind ever offered for sale in the Upper Peninsula. Mr. Hanrahan gave each dealer a good talk along the lines of sanitation and believes it will have a good effect in stimulating a brisk sale for this particular cigar.

The contract for the new Statler Hotel in Detroit has been let and calls for same to be completed not later than December 1, 1914. It will cost $2,000,000 and contain 800 rooms, each with a bath.

The Regensburg line of cigars was given very prominent display at all of the stores of the Central Cigar Company during Christmas week. One very creditable display was at the Peter Smith Grocery, Griswold and State Streets, where some "real artist" work was evident.

A total of two thousand five hundred 25-cent cigars were discovered by the Detroit police department as having been stolen in Cleveland. The thief, who was apprehended, had been calling on the local cigar dealers, saying he represented a Cleveland tobacco firm and that he was authorized to sell them at cut prices. He was arrested before he had made many sales.

AL U. THORNBURG.

Key West

Prosperous Outlook for 1914—Jose Escalante a Visitor—M. Perez & Company Preparing to Bond—"Key West Cigars the Best," Says Captain Johnson

KEY WEST, FLA., December 27, 1913.

ALL the cigar factories closed down on the 24th inst., in order to allow their employees to participate in the Christmas and New Year's holidays and to allow their office force to make an inventory of their stocks.

Judging from the outlook, the first three months of 1914 are going to be lively at all of the shops. They all have a heavy demand and are steadily receiving orders by mail and wire and will open up under the most favorable of auspices.

Chas. R. Wolf, of S. Wolf's Sons, left recently on a business run through Florida. Judging by the orders he is sending in, his trip is proving highly sucessful.

Mrs. Lottie Filer was the victim of an accidental fire, which sad event occurred on December 8th. While lighting a match, it ignited a mosquito bar which rapidly set fire to the bedding and her night clothes, and before aid could reach her she was so badly burned that she died a few hours later. The deceased was a sister of Frank T. and Will McNulty, proprietors of the "Terra del Largo" factory, of Fort Myers, Fla.

Mr. and Mrs. Max Gans passed through town recently en route from Cuba to New York. Mr. Gans is of the well-known leaf firm of Max Gans & Sons, and has many friends among the local trade.

George Robinson, of the Key West Cigar Factory and secretary of the Key West Cigar Manufacturers' Association, is back from a three weeks' business trip to New York in the interest of his house. He reports quite a successful trip and states that his house will have an active winter run.

Mr. and Mrs. C. R. Gwynn, who were recently married in Tampa, arrived in town last week and will make Key West their future home. Mr. Gwynn is a son of Chas. Gwynn, of Gwynn, Strauss & Co., cigar manufacturers of this city.

Rudolph Ludwig, vice-president of the Mi Favorita Company, left this week for New York headquarters, after a very pleasant few days stop-over in this city.

Business is in excellent shape at the factory of Moreda & Co., Manager Jaime Pendas left this week for Tampa, where he will spend the Christmas holiday, with his family.

The Ruy Lopez Ca. worked up to the 24th inst. and, after a two days' recess resumed operations this A. M. with a good force enrolled. A visitor at the office recently was Ed Wodiska, of Corral, Wodiska & Co., of Tampa, who was en route to Havana, where he will spend Christmas. Before returning home he will visit the leaf markets of Havana and make purchases of leaf for the use of his house.

John Kolb, of the United Cigar Manufacturers' Company, accompanied by his son, Phillip, passed through the city recently, being en route to the Havana leaf markets.

Business at the E. H. Gato Cigar Company is O. K. All the Gatos will be in town early in January for the purpose of attending the annual business meeting, at which time the officers will be elected for the ensuing year.

Jose Escalante, of Jose Escalante & Co., of Tampa, spent a few days in the city visiting last week. He has since left for Cuba, where he will make purchases of leaf for his firm and spend the Christmas holiday.

After a recess of two days in order to allow their employees to participate in the celebration of Christmas, the M. Perez Company resumed operations this A. M. with a full force. They have a heavy filed demand for immediate and future delivery for their famous "Pinzon" brand, and they have a rosy outlook for a brisk winter business. The final papers in regard to the bonding of their factory premises under the new regulations, have gone forward and immediately upon their return from Washington, Manager Rafael Menendez will start to get things in shape for the making of their cigars under the new system. It is very probable that by the 15th of January, 1914, this shop will be working under the new order of things. This will be the first of our factories to make their cigars in bond, and it is needless to state that the experiment will be closely watched by other manufacturers.

While the M. Perez Company is one of our youngest clear Havana cigar houses, whether the experiment proves successful or not, they deserve credit for their courage in being the first to operate under the new system. If the venture is successful, all of our large clear Havana houses will bond, with the exception of the Havana-American Company, who have declared that they will not bond any of their shops as it is absolutely unnecessary, as their factories are always open for the inspection of the trade at any time.

It is the opinion of many that the bond stamp will have very little, if any, effect on the consumer in the making of purchases of his smokes. Maybe one smoker in a thousand might ask the retailer for a cigar made in bond, but the other nine hundred and ninety-nine who have for years been using the goods of such well-known and reliable firms as the Gatos, Mi Favorita Cigar Company, Ruy Lopez Ca.; and others, know that their goods do not need the bond stamp to guarantee their quality. The stamp will have very little effect on the American smoking public, and the only factories that the bond stamp will benefit, so far as I can see, will be those who intend to make goods for export trade.

In these days when competition is so keen, it looks very foolish to add $3000 or $4000 more per annum to the expense of the manufacture of cigars. Surely, in the end the consumer will have to bear this. Another thing is that there are very few cigarmakers who can make a decent living working only eight hours a day, and it is safe to predict that when workmen are in demand the factory that works under the bond regulations will have difficulty in securing sufficient help.

Captain Mathias Johnson, of Earlport, Me., who arrived here recently in his 18-foot sailboat, and who is making the trip from that port to San Francisco via the Panama Canal, says that there is nothing to take the place of tobacco while on a voyage of this kind, and he laid in a good supply of tobacco and Key West cigars, which he says are the "Best smokes on land or sea."

Wishing THE TOBACCO WORLD and its patrons a happy and prosperous New Year.

"INGLACITA."

Tobacco Statements.

Importations of Havana leaf in bond for week ending December 13, 1913:

	Bales.
Cortez Cigar Company	73
Withdrawals	248

Importations of Havana leaf tobacco in bond for week ending December 20, 1913:

	Bales.
Moreda & Co.	18
Withdrawals	120

Cigar Shipments for Two Weeks Ending December 24, Via Mallory Steamship Line to New York, Mobile, Galveston and the East and West Coasts of Florida.

	Cases
Glaser Bros., San Francisco, Cal.	2
J. N. Taub & Son, Houston, Tex.	3
Washington Tob. Co., Wash., D. C.	2
Park & Tilford, New York, N. Y.	61
Stoddard, Gilbert & Co., New Haven,	2
E. J. Rose & Co., Tacoma, Wash.	2
Stark & Hawkins, Toledo, O.	3
Geo. E. Bacharach, Franklin, Pa.	3
C. M. Decker & Co., East Orange	4
Geo. W. Nichols & Co., New York	26
Martinez-Havana Co., New York	21
Lowden & Co., New York, N. Y.	9
E. H. Gato Cigar Co., New York	6
Godfrey S. Mahn, New York	5
Ruy Lopez Ca., New York	4
United Cigar Stores Co., New York,	4
Gus Le Bolt, Springfield, O.	7
W. Bradford Clark & Co., Phila.	2
Moore Cigar Co., Philadelphia	2
Duncan & Morehead, Philadelphia	8
Godfrey S. Mahn, Philadelphia	15
M. Perez Co., New York	2
Potter, Sloan & O'Donohue, New York, N. Y.	2
National Cig. Stands Co., New York,	4
S. Bachman & Co., San Francisco,	20
Geo. G. Edloff, Dallas, Tex.	3
S. Bachman & Co., Los Angelos	9
A. B. Greenwald Cig. Co., Los Angelos, Cal.	2
I. A. Victor, San Antonio, Tex.	2
Hill Bros., Miami, Fla.	2
Capital City Tob. Co., Atlanta, Ga.,	2
Columbia Drug Co., Savannah, Ga.,	2
Cortez Cigar Co., Savannah, Ga.	51
Oberholtz & Poinsett, Kansas City,	2
Valloft & Dreux, New Orleans, La.,	3
U. Koen & Co., New Orleans, La.,	4
Metropolitan Cig. Co., Denver, Colo.,	2
R. D. Burnett Cig. Co., Birmingham, Ala.	2
J. S. Pinkussohn Cig. Co., Charleston, S. C.	3
Hemenway & Moser Co., Salt Lake City, Utah	3
J. & B. Moos Co., Cincinnati, O.	2
Moore & Jones, Nashville, Tenn.	2
L. G. Deschler Co., Indianapolis	4
Valloft & Dreux, New Orleans, La.,	8
U. Koen & Co., New Orleans, La.	4
Beitman Bros., Birmingham, Ala.	2
S. Bachman & Co., San Francisco	34
S. Bachman & Co., Los Angelos	2
H. Bercovich, San Francisco	2
Skinner & Knecht, Los Angelos	2
Glaser Bros., San Francisco	2
A. B. Greenwald, Los Angelos	2
Patterson & Hoffman, Oklahoma City, Okla.	2
Hill Bros., Miami, Fla.	4
Hemenway & Moser, Salt Lake City, Utah	3
Phillips-Travick Co., Nashville	6
Peeples-Pitner Co., Chattanooga	2
J. & B. Moos Co., Cincinnati, O.	2
E. J. Pabsts, Cincinnati, O.	2
United Cigar Stores Co., New York,	2
J. S. Gold, New York	2
Lowden & Co., New York	3
H. F. Lyons, New York	2
The Fair Store, Chicago, Ill.	4
United Cigar Stores Co., Chicago	2
Godfrey S. Mahn, Philadephia, Pa.,	6
Cortez Cigar Co., Savanah, Ga.	58
P. C. Rodgers, Daytona, Fla.	3
Chas. F. Dillon, Miami, Fla.	2
Gus Le Bolt, Springfield, O.	2
J. W. Stephens, New York	2
E. H. Weiler, St. Louis, Mo.	2
E. Shea, Boston, Mass.	2
A. B. Andrews, Raleigh, N. C.	2

Quincy Cigar Company to Open New Plant

It is announced that the Quincy Cigar Company will shortly install a new plant in Arlington Heights, Jacksonville, Fla., within the next three months. It will accommodate about 150 employees. The ground will be broken for the new building soon after the first of the year.

R. K. Shaw and H. M. Lott are parties interested in the new proposition. It is said that the factory products will be distributed through Chicago for the West and Middle West.

READ THIS!

"The constant drop of water wears away the hardest stone,
The constant gnawing 'Towser' masticates the toughest bone,
The constant cooing lover carries off the blushing maid,
The constant advertiser is the man that gets the Trade."

—Sir Thomas R. Dewar.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 236 Chestnut Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

REGISTRATIONS.

BONDED STAMP:—29,593. For cigars, cigarettes and cheroots. December 12, 1913. Cole Litho. Co., Chicago, Ill.

RUY VESTA:—29,594. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 12, 1913. Hilbronner & Jacobs, Philadelphia, Pa.

SOMERSBY:—29,595. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 15, 1913. Petre, Schmidt & Bergmann, Philadelphia, Pa.

CUYUNA RANGE SPECIAL:—29,596. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 15, 1913. F. H. Voves, Crosby, Minn.

ADA COUNTY BAR:—29,597. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 15, 1913. C. C. Casad, Boise, Ida.

PENALTY:—29,598. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 15, 1913. Import Litho. Co., New York, N. Y.

SENTENCE:—29,599. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 15, 1913. Import Litho. Co., New York, N. Y.

MAKE YOUR NICKEL FEEL IMPORTANT:—29,600. For cigars, cigarettes, chewing and smoking tobacco. December 15, 1913. McKee & Potter, Ottumwa, Ia.

TULLY MARSHALL:—29,601. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 17, 1913. Sam'l Feiman, Canton, O.

P. COUNTOUREATIS:—29,602. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 17, 1913. V. Tjantjaris Co., Manchester, N. H.

UNION RELISH:—29,603. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 17, 1913. H. E. Redding, Reamstown, Pa.

DREAM OF MOOSELAND:—29,604. For cigars, cigarettes, cheroots and stogies. December 19, 1913. J. Brown, New York, N. Y.

LA MONTISA:—29,605. For cigars, cigarettes, chewing and smoking tobacco. December 19, 1913. Moehle Litho. Co., Brooklyn, N. Y.

BIG LEAF:—29,606. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 19, 1913. J. L. Greenberg, Chicago, Ill.

RIGBY'S BUFF BOX:—29,607. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 20, 1913. The J. A. Rigby Cigar Co., Mansfield, O.

NELSON'S BIRD:—29,608. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 20, 1913. Chas. T. Nelson, Rockford, Ill.

COLQUITT STRAIGHTS:—29,609. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 20, 1913. Falkenbury Co., Tampa, Fla.

CAMPO DE TABACO:—29,610. For cigars, cigarettes, chewing and smoking tobacco. December 20, 1913. Moehle Litho. Co., Brooklyn, N. Y.

HAVANA ARCH:—29,611. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 23, 1913. Petre, Schmidt & Bergmann, Philadelphia, Pa.

PIPESTONE:—29,612. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 23, 1913. Mendel & Co., New York, N. Y.

SENOR GARCIA:—29,613. For cigars, cigarettes, chewing and smoking tobacco. December 23, 1913. Moehle Litho. Co., Brooklyn, N. Y.

RATTLING GOOD:—29,614. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 24, 1913. H. M. Rossheim, Columbia, S. C.

LESSON:—29,615. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 24, 1913. Heineman Bros., Baltimore, Md.

NUEVO EMBASE:—29,616. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 24, 1913. Postal Service Cigar Co., Key West, Fla.

DEMONSTRO:—29,617. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 24, 1913. Import Litho. Co., New York, N. Y.

MASTER MECHANIC:—29,618. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 24, 1913. Import Litho. Co., New York, N. Y.

FEDERAL NOTE:—29,619. For cigars. December 24, 1913. Central Cigar Box Co., St. Louis, Mo.

BANK RESERVE:—29,620. For cigars. December 24, 1913. Central Cigar Box Co., St. Louis, Mo.

TRADE CALL:—29,621. For cigars, cigarettes and cheroots. December 26, 1913. A. C. Henschel & Co., Chicago, Ill.

STALKS:—29,622. For cigars, cigarettes and stogies. December 26, 1913. W. J. Sharpless, McKeesport, Pa.

JUDGE PIPER:—29,623. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 26, 1913. Frank Amendola, Binghamton, N. Y.

REGIONAL BANK:—29,624. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 27, 1913. Petre, Schmidt & Bergmann, Philadelphia, Pa.

POSTUM:—29,625. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 27, 1913. Petre, Schmidt & Bergmann, Philadelphia, Pa.

TRANSFERS.

GABY DESLYS:—23,060. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 20, 1911. E. G. Perez & Co., New York, N. Y. Transferred to A. Hussey Leaf Tobacco Co., New York, N. Y., December 1, 1913.

CORRECTIONS.

TURUL:—24,195. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 26, 1912. Heywood, Strasser & Voigt Litho. Co., New York, N. Y. Should have been published for H. Rippen, Perth Amboy, N. J.

Imperial May Operate in Tennessee

Although the officers of the Imperial Tobacco Company in Kentucky have as yet made no official announcement of their future plans, awaiting further instructions from the home office, there seems to be a general belief that this company will move into Tennessee and continue its operations there.

E. S. Mellon, the concern's local representative, said the court's action had come as such a surprise that officials of the company had not had time to formulate plans for the future, but that he was confident any overtures on the part of the local business men's organization would be given consideration if the company was forced to abandon its buying in Kentucky.

Judge Malcolm Yeaman, attorney for the Imperial, says:

"The effect of a judgment against the Imperial Tobacco Company of Kentucky is to forfeit its charter and prohibit it from doing business in Kentucky, but as yet there is no judgment against the Imperial Tobacco Company of Kentucky nor against the English company. That is to say, there is a judgment, but the motion for a new trial suspends that judgment, and the trial of the motion for a new trial has been continued and will not be acted on until the March Term of the Union County Circuit Court. If no new trial is granted the defendants can appeal the case to the Court of Appeals, and the appeal bond would suspend the judgment until the case is disposed of."

American Tobacco Company in Russia

A dispatch from St. Petersburg, Russia, states that the American Tobacco Company, in conjunction with the Imperial Tobacco Company, has secured a foothold in Russia, having organized a Russian amalgamation with a capital of $25,000,000.

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St. Louis "United" Store Robbed

A safe in the store of the United Cigar Stores Company branch, Broadway and Market Street, St. Louis, Mo., was forced open on December 16 and robbed of $480. The thieves entered through a cellar door. Checks to the amount of $350 were in the safe, but were not taken. The robbery was discovered at seven o'clock by Leo Abramsky, a clerk, who opened the store. Detectives spent one day trailing a man who proved to be innocent.

Strike Causes Change in Factory Owners

As an outcome of the cigarmakers' strike in Toledo, O., the factory of A. J. Seifert, on the East Side, located at 428 Front Street, has been purchased by Howard Navarre and Otto Limpf, and will be continued under the firm name of Navarre & Limpf.

As was reported in THE TOBACCO WORLD recently, Mr. Seifert will remove his business and will continue his manufacturing at another place.

The present new owners will operate a union shop.

New Cigar Company for Jacksonville, Ill.

The Havana Cigar Company, formed by the partnership of A. J. Stevens and M. H. Wolter, will open shortly at 213 East Morgan Street, Jacksonville, Ill.

Mr. Stevens was formerly of the A. F. Frank Cigar Company, and recently held a similar position in an eastern factory. Both men are experienced in the cigar business and have many friends who wish them success.

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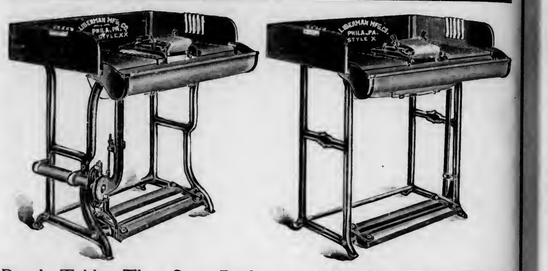

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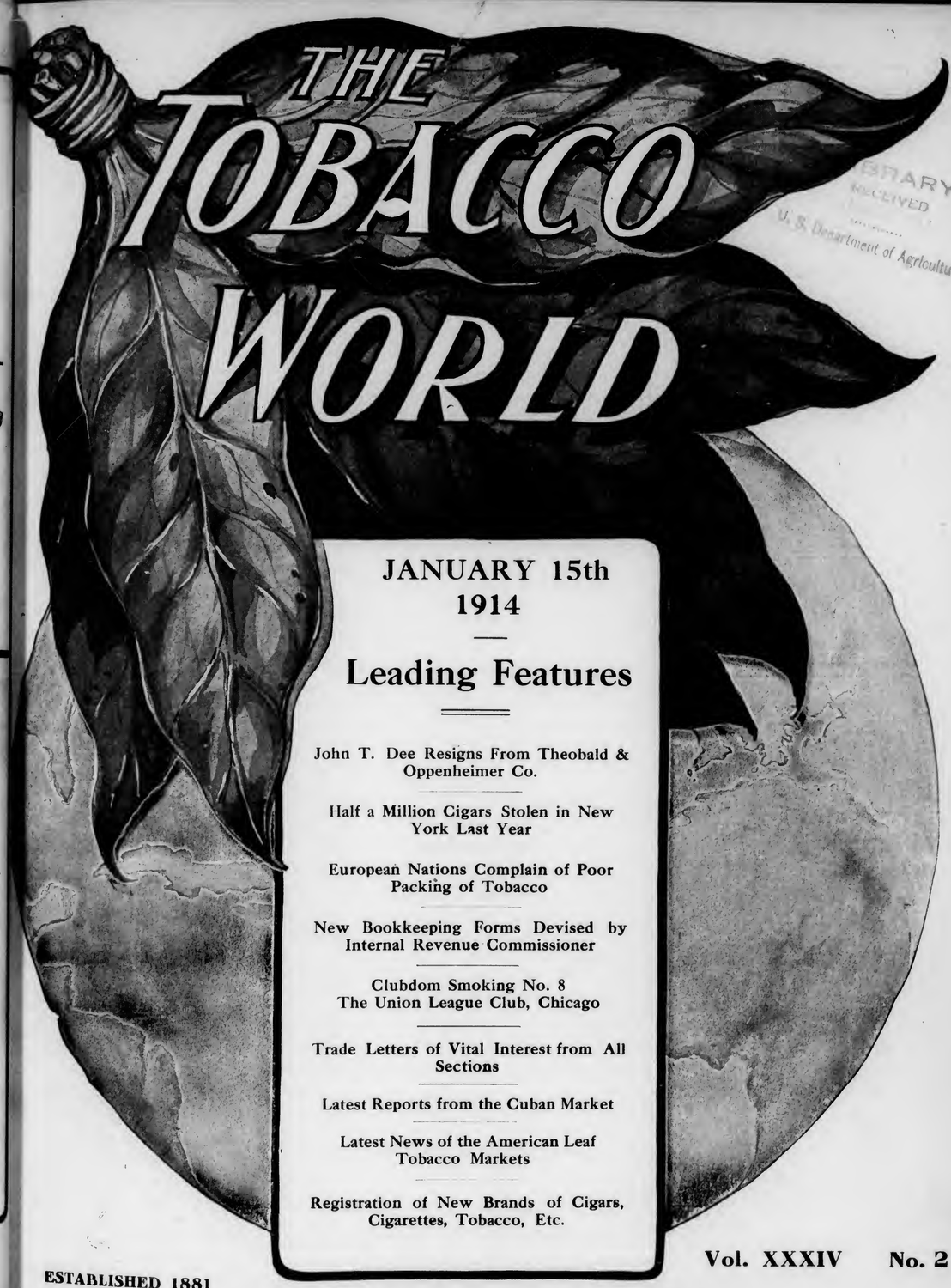

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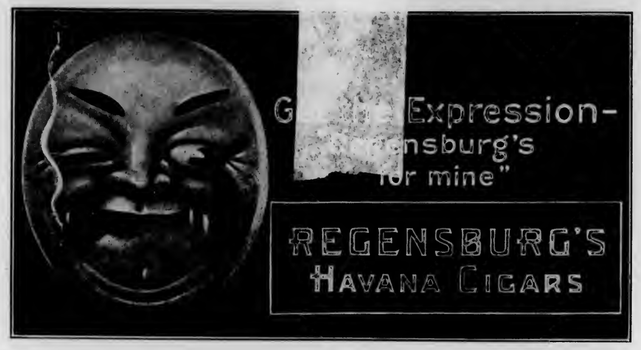

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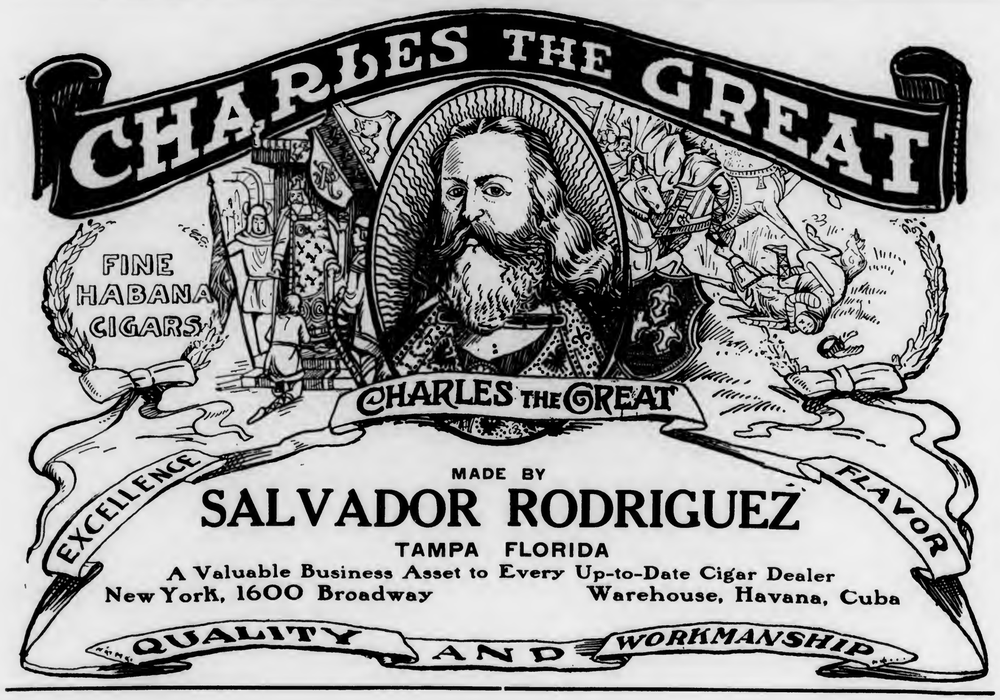

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¶ First introduced to the trade in 1869 by the late Juan F. Portuondo, one of the pioneers of cigar manufacturing in the Quaker City.

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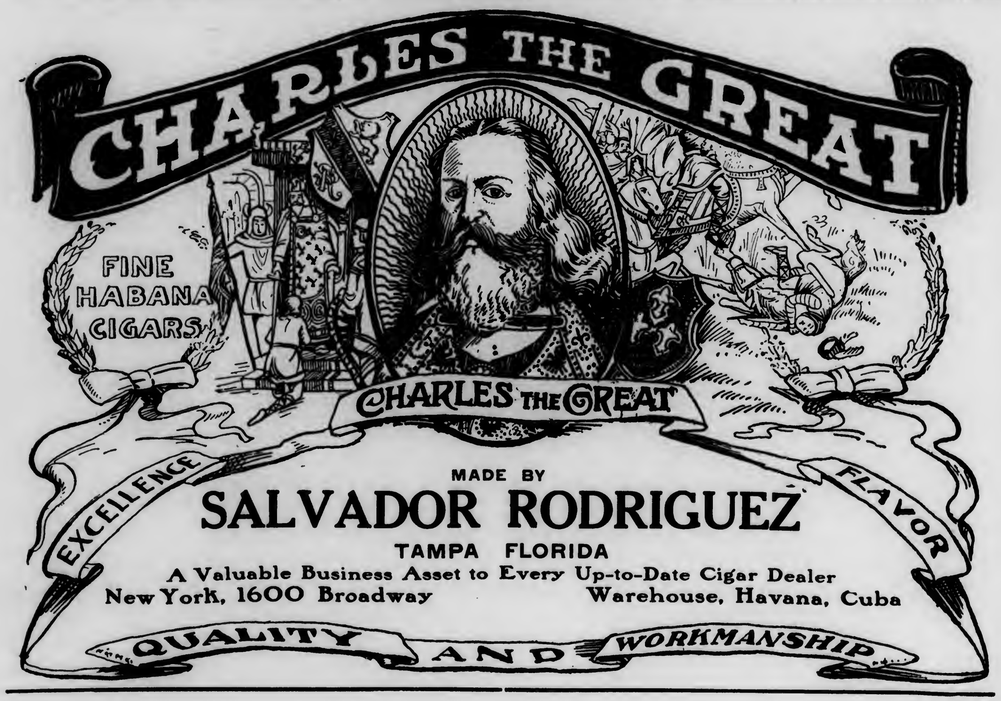

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The Original and Genuine

Central Union

Smoking Tobacco in a New Cut

Packed in a Pocket-proof Package

1½ ounces—5 cents

United States Tobacco Co.

RICHMOND, VA.

For Gentlemen of Good Taste

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CIGARS

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The Latest Improvement in Electric Cigar Lighters is the

Brunhoff Jump Spark Lighter with Automatic Cutter

Operates with an excellent jump spark coil. The main feature is that the lighter uses electricity only for an instant. No current used or wasted on return into position. This is most important. It saves your batteries—gives them longer life. The front is for your ad or for a mirror. The handle is convenient to light from, for the shortest or the tallest. Pull the handle to you, slow or fast, **"you get a light every time."**

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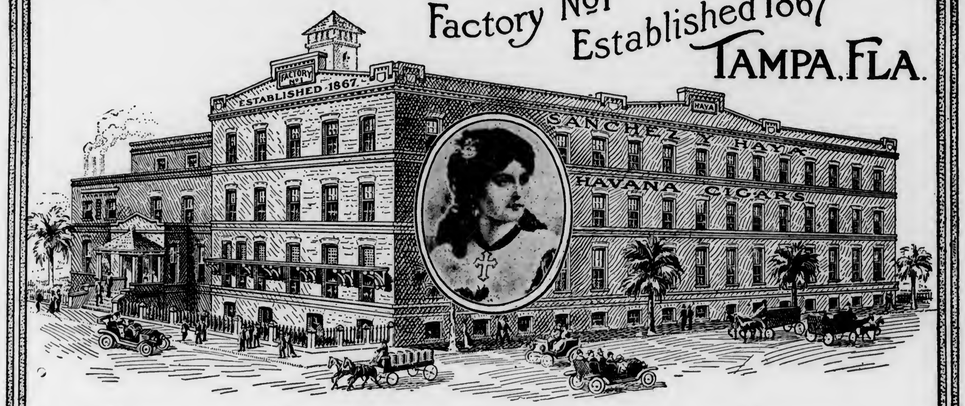

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Exact Fac-simile of the Government Stamps on Cigars, Cut Tobacco and Cigarettes, issued by the Government of the Republic of Cuba, according to the Law of July 16th, 1912.

THE ABOVE STAMP IS USED FOR CIGARS AND CUT TOBACCO

All manufacturers are compelled to affix these Stamps on all boxes of Cigars, packages of Cut Tobacco, as well as packs of Cigarettes, which are manufactured by them, and which constitute an absolute guarantee to the smokers, that the Cigars, Cut Tobacco or Cigarettes contained therein, are of Genuine Cuban Origin, made by Expert Havana Cigarmakers and Tobacco Workers.

THE ABOVE STAMP IS USED ON ALL PACKAGES OF CIGARETTES

The COLOR of THE ABOVE STAMPS is GREEN.

M. E. Canle, 156 Water Street, New York, Representative for the United States, of the Union of Manufacturers of Cigars and Cigarettes of the Island of Cuba, is duly authorized to prosecute any falsification, or colorable imitation of the above stamps by law with the assistance of the Cuban Minister at Washington.

1864 1914

E. Rosenwald & Bro.

145 WATER STREET

NEW YORK

Importers of Sumatra

Packers and Importers of Havana Tobacco

Packers of Connecticut

Packers of Pennsylvania

Packers of Ohio

Packers of Wisconsin

We aim to furnish the best tobacco from the best districts wherever we operate

"BOLD"

¶ A Cigar of Exceptional Quality.
¶ A Cigar Always Uniform.
¶ A Cigar with the Taste that Wins Approval.
¶ A Cigar that has Won on its Merits.

THAT'S WHY BOLD'S SELL!

"Just Ask the Men Who Smoke Them"

BOBROW BROTHERS

Main Office

125 S. 2nd Street 114 S. 2nd Street 133 Arch Street

SAVARONA
CIGARS

1914 dawns bright for SAVARONAS. Our record for 1913 was an increase in shipments of 383 cases, in spite of a general decrease in imports from Porto Rico.

Why any decrease?

The good Porto Rican tobacco was not used in many brands.

Why the increase in SAVARONAS?

Because we did not use anything but good Porto Rican tobacco, together with greater vigilance and care in the selection of the tobacco and in manufacturing.

Today SAVARONA stands in a class by itself.

CAYEY-CAGUAS TOBACCO CO.

(INCORPORATED)

133 WATER STREET - - - - - - - - NEW YORK

A Familiar Sight the World Over

Enough "Bull" Durham is sold in a year to roll approximately 22,000 cigarettes every minute of every day.

THE cowboy riding his lonely night watch; the millionaire at his club; the toiler in the factory; the "chief" in his office; the sailor before the mast; the admiral in his cabin; the soldier in the barracks; the general in his quarters; men of every nation, occupation and class—all find *unequalled enjoyment* and *satisfaction* in "Bull" Durham hand-made cigarettes.

GENUINE

"BULL" DURHAM

SMOKING TOBACCO

(Enough for forty hand-made cigarettes in each 5-cent sack)

Enough "Bull" Durham is sold in a year to make approximately *12 billion cigarettes*—about the same number as all brands of ready-made cigarettes in this country combined—and the sales are *still growing*. This proves that the majority of smokers know that cigarettes rolled from "Bull" Durham Tobacco afford greater enjoyment and satisfaction than any ready-made cigarettes they can buy!

A book of "papers" FREE with each 5c sack

The delightful *freshness* of "Bull" Durham hand-made cigarettes is a revelation. They have a *rich fragrance* and *satisfying flavor* not possible in ready-made cigarettes.

Get a sack of "Bull" Durham *today* and learn *why* it is smoked by *more millions of men* than all other high-grade tobaccos *combined!*

Here is just one reproduction of the many powerful "BULL DURHAM" newspaper advertisements that are appearing regularly in the best newspapers everywhere throughout the United States.

"BULL DURHAM" with its already tremendous sales will certainly enjoy increased sales because of this effective advertising.

Keep up your stock on this "SURE" Favorite.

Announcement

We desire to inform the trade that Samples of our 1913 CROP of

Georgia and Florida Tobaccos

Will be ready for inspection immediately after JANUARY 1st, 1914, at our New York salesrooms.

AMERICAN SUMATRA TOBACCO CO.
131 Water Street, New York

HAVANA CIGARS

Highest Quality
Best Workmanship

DE BY

V. Guerra, Diaz & Co., Tampa, Fla.

Established 1867

Our Motto "Quality

Y. PENDAS & ALVAREZ

WEBSTER

Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA. HAVANA CUBA

T&O COMPANY MAKERS

Wm Penn

10c. Cigar

Good Thru' & Thru'

THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
PHILADELPHIA

S. Loewenthal & Sons
123 Maiden Lane
New York

¶ Importers of Havana and Packers of Leaf Tobacco.

One of the largest packers of shaded tobacco in the world

FLORIDA GEORGIA CONNECTICUT

M. MELACHRINO & CO., Inc.

EGYPTIAN CIGARETTES

You Cannot be Mistaken if You Stock the Easiest Sold Cigarettes

M. Melachrino & Co., Inc., are purveyors and supply all the Courts, Embassies, 120 Clubs and 360 Regimental Messes throughout Europe

GRAND DEPOTS OF M. Melachrino & Co., Inc. {London, 8 Regent St., S. W. {Capetown, South Africa Calcutta, 10 Government Place Alexandria, Rue Cheriff Pacha CAIRO, Head Office and Factory Hamburg, 18-20 Grosse Backerstrasse

AGENCIES IN THE PRINCIPAL CITIES OF THE WORLD PRICE LIST UPON APPLICATION

214-216 WEST 47th STREET, NEW YORK

THE TOBACCO WORLD

Vol. XXXIV. PHILADELPHIA AND NEW YORK, JANUARY 15, 1914. No. 2

HALF A MILLION CIGARS STOLEN DURING 1913 IN NEW YORK CITY

Alleged Members of Gang Arrested—One Has Police Record—Believed That Information Regarding Swindlers Will Be Divulged

THE arrest in New York recently by Detective Sergeant August Mayer, of George Miller, Oak Avenue, Maspeth, L. I., who states that he is deputy sheriff of Queens County, and George H. Thompson, 456 Fifteenth Street, Brooklyn, N. Y., will, it is thought, throw some light on the operations of an alleged gang of swindlers, who, during the past year have robbed wholesale cigar dealers of goods valued at $500,000.

That cigar dealers have suffered losses aggregating the above amount, was attested to by George W. Faber, located at No. 1 Beaver Street; George S. Nicholas & Company, 41 Beaver Street; and George Lederer, of Francis H. Leggett & Company, West Broadway and Franklin Street, in the presence of assistant district attorneys.

According to facts at hand, early in the forenoon of January 8th, a well-dressed man called at the office of George W. Faber with an order for 1000 cigars (valued at $200) from Francis H. Leggett & Company, the same bearing Mr. Leggett's signature. Having previously noticed that a man on the outside seemed to be making motions to the one presenting the order, Mr. Faber was led to doubt the validity of the order, and got into communication with Mr. Lederer by telephone, who informed him that the order was a forgery.

Detective Mayer was then notified and the man on the exterior arrested, the first one, in the meantime, having been detained. When confronted, the two men said that they did not know each other, but Thompson was taken to police headquarters where he was identified by thumb prints, the police stating that he is No. 25,256 in the Rogue's Gallery, having on November 7, 1910, been sentenced to four years and six months for grand larceny.

Miller, who was taken to the office of George S. Nicholas & Company, was identified by a clerk as a man who a short time ago, obtained 1000 cigars on an order. It was later ascertained that Miller had formerly been an employee of Francis H. Leggett & Company. When searched, an expensive gold badge issued to a deputy sheriff of Queens County, bearing the number 1100, was found in Miller's pocket.

Both men were committed to the Tombs in default of $2000 bail each, pending charges of forgery and grand larceny.

International Tobacco Company Holds Annual Election

At the annual meeting of the stockholders of the International Tobacco Company, held on January 13th, the following were unanimously elected directors for the ensuing year: B. H. Wasserman, M. Oppenheimer, E. A. Ansbacher, D. A. Weill and M. H. Wasserman.

At a subsequent meeting of the board of directors B. H. Wasserman was re-elected president; M. Oppenheimer, vice-president, and M. H. Wasserman, secretary and treasurer.

PROMINENT CIGAR MANUFACTURER RETIRES ON ACCOUNT OF HEALTH

John T. Dee, Fourteen Years With Theobald & Oppenheimer, Resigns—Thirty-eight Years in Cigar Business—Started in Chicago in 1876

THE resignation of John T. Dee, for many years connected with Theobald & Oppenheimer, has come as a distinct surprise to the cigar industry, as Mr. Dee is still a young and active man, and the news of his retirement was entirely unlooked for. It is said that his decision to retire was hastened by the advice of his physician. Mr. Dee's health has been failing for some time and it was deemed best that he should take a rest and withdraw from the activities of business.

Although not yet officially confirmed, it is understood that C. W. Hesselbacher, who has been with the firm for twenty-five years, will succeed Mr. Dee.

The announcement of Mr. Dee's retirement was made at the annual banquet of the Theobald & Oppenheimer Company, held at the Hotel Majestic, on New Year's Day. The entire executive force was present, and Mr. Dee was presented with a beautiful loving cup by Mr. Hesselbacher, on behalf of Mr. Dee's associates in business.

John T. Dee was born in Chicago in 1860, and at the age of sixteen started work with the well-known cigar firm, then trading as Best, Russell & Company. Strict attention to work soon brought its reward and he later became connected with their wholesale department.

In 1885, Yocum Brothers, of Reading, Pa., had the good fortune to secure John T. Dee as their Western representative. After serving them faithfully for fourteen years, he became Western representative of Theobald & Oppenheimer. In 1908 he was called to the home office in Philadelphia to become manager of the office and sales departments. Soon afterward he was promoted to the office of secretary and treasurer of the company, and John N. Kolb became president and manager of the firm.

In 1912 the business of Theobald & Oppenheimer was consolidated with the United Cigar Manufacturers Company, although the firm was operated as a distinct company, and Mr. Kolb and Mr. Dee continued their management of the business.

Mr. Dee's retirement is regretted by all who knew him and Mr. Kolb and his associates express deep sorrow that Mr. Dee's health should compel his retirement.

Austin, Nichols & Co. Expanding

According to reports the house of Austin, Nichols & Co. are planning to establish a chain of distributing depots from New York to New Orleans, and from New York to Chicago, and with the many new jobbing points it is expected that they will treble their business.

In keeping with this new policy of expansion, it is said that they are taking on a number of AAA-1 roadmen, with the intention of making their cigar department second to none in the United States.

It is understood that all the resources of their selling force are to be put behind their brands and that the "Duplica" cigar, made by the Key West cigar factory, will receive especial attention.

Increasing Sales and Salaries

Written for The Tobacco World by AL. U. THORNBURG

FOUR friends of many years' standing, met at luncheon in the cafe of a prominent Detroit hotel the other day. Nothing remarkable about this in itself, but the unusual feature is the fact that their lines of business are entirely different, each having made a success of his endeavors. One of them operates the hotel in question, another is president of a big banking company, the third is owner of a women's ready-to-wear establishment, and the fourth has a shoe store.

With no business interests in common they felt that they could talk freely, and the conversation drifted to increased wages and what it might mean in the future.

"One of your business rivals told me that you have been going to extremes in paying your help more than anybody else, and he is rather apprehensive of the effect on the business in general and your's personally, in fact he confided to me that he thought you were out after a medal for philanthropy," remarked the baker to the hotel man.

"I rather expected something like that," replied the man addressed, as he calmly lighted a cigar and tilted his chair back to tell them a few things. "I do not feel that I have to defend my action; my bankers can do that, but I am going to tell you something that I was a long time in discovering. There is no limit to the amount that you can pay for good help. It is the best investment in any line of business.

"You have noticed at times that clerks in retail stores do not seem to be up to much. They act as though they thought only of closing time or of the next pay day. I had seen it for years and had been trying to figure out how to make my help feel that they had an interest in the business. Finally, I decided to see just what influence money would have and put into effect a general increase in salaries, based as nearly as I could on the merit system.

"I am not going to go into the whole establishment, but am just going to take the cigar stand as an example. From its opening this department has been doing a good business and making money. I did not think that it came near its limit, so I started to look around. I went through the stock room and then I spent some time in the store, ostensibly talking with friends, but watching the boys at work.

"One day I called the young man who is manager to my office and we went over the business together. Then we repaired to the stock room and I questioned him on certain brands which did not seem to be moving as fast as some of the others. He had no idea what I was driving at, but in the end I told him that I had decided to increase his pay a certain amount and to give him a percentage of the increase in profits if there were any. Also, I told him that as the boys under him showed up to advantage as salesmen I wanted to reward them.

"Well, he started in as though he owned the place. The cigars that had been dead came to life and were disposed of more rapidly. They were just as good and cost just as much as some of the other brands, and when they were gone he did not buy any more, but started in to buy only the brands for which there is a steady demand.

"The clerks became more attentive and did their level best to please their customers. They had their wits about them and when a well-known patron came in the clerk invariably handed out the box and shade he liked, without waiting for him to ask. This service was pleasing and the sales grew apace.

"On his own initiative the manager got out some very neat and plain announcement cards which he mailed to the wives of regular patrons and to several hundred other women, calling attention to the excellence of the cigars which we keep; also to the fact that the prices were as equitable as those which prevailed anywhere goods of this class are sold. You would be surprised at the Christmas box trade which it brought in, and all of it was new money.

"The cases and the shelves are neat and the goods are very nicely displayed. Men who stopped in occasionally, but generally bought the most of their smoking materials elsewhere, have become regular patrons and are telling their friends there is only one place where you can get quality and service for the price at which we sell.

"The profit has increased materially and the manager is making just about twice what he was before I made the change. The clerks are paid several dollars weekly more than those in other stores, and the whole organization is on the job.

"It opened my eyes to possibilities and I extended the system throughout the house with most satisfactory results. But the cigar and tobacco business alone is enough for a sample. You can't pay a good man too much; I am convinced of that. He will work and make money for you if he is happy in his surroundings. Cheap help is a big expense to any concern, I don't care what line of business. When I make a change in the cigar department, through one of the boys going away or into some other line, I tell the manager to cast about among the other stands and get the very best man he can, no matter what he costs. He always has a few of them on his book as all of them want to come here.

"If there is any undue philanthropy about this I want to know it. It is good business, that is all, and some of the others are beginning to realize it or they would not be talking about conditions over here. When a man's principal recommendation is that he will work cheaper than others he can as well save himself the bother of applying. If he is a trade winner I am willing to pay him more than anybody else in town. That is my system and it is working out to my satisfaction."

Petition Filed Against Berg Hotel and Cafe Company

A petition has been filed against the Berg Hotel and Cafe Company, of 2 Chambers Street, New York, by Yankhauer & Davidson, representing the following creditors: E. H. Gato Cigar Company, Henry Cast, Bramhall Deane Company, and Philip Stroll & Sons. Total liabilities are placed at $49,123, of which $20,000 is secured. Nominal assets are placed at $76,080.

Recent Incorporations

Associated Cigar Stores of America, Syracuse, N. Y. Capital, $250,000. C. L. Ackerson, J. R. Gilfillan and G. W. Stevens are named as incorporators.

The Holcombs Cigar Company, Incorporated, Binghamton, N. Y. To cultivate and market tobacco. Capital, $25,000. The incorporators are M. C. Holcomb, O. L. Holcomb and C. T. Logan.

Hellenic Tobacco Company, Boston, Mass. Capital, $50,000. The incorporators are George Polychronis, Edward J. Costello and Israel Wesalo.

The C. J. Hoffman Cigar Company, Canton, O. Capital, $5000. The incorporators are C. J. Hoffman, J. A. Heingartner, A. Berg, N. E. Knobloch and C. C. Curtis.

Demonstration of International Banding Machine

On January 2, William Steiner, Sons & Company, gave a demonstration of the International cigar packing and binding machine, before an audience of cigar manufacturers and others connected with the tobacco industry.

The machine was set in operation and without coming in contact with the hands or lips of the operator, fifty cigars a minute were banded and packed.

William Steiner, who is a visitor in Philadelphia, said, regarding the new invention: "It has been operated for a period of ten consecutive hours and during that time packed and banded cigars at the rate of 3000 an hour. It is not necessary to point out that the machine makes a direct appeal to cigar manufacturers as a matter of economy and of sanitation. We have interested a number of manufacturers already, who have shown sufficient confidence in the invention to place orders for it. As the facilities for manufacturing the machines are, at present, limited, we are not able to give immediate delivery.

Guedalia & Company Manufacturing in Bond

Guedalia & Company, located at 403 East Sixty-second Street, New York, reputed to be one of the oldest Spanish cigarmaking houses in the United States, has begun to manufacture in bond, and becomes the first factory in New York to take advantage of the new "Made in Bond" Act. The company first began the manufacture of cigars in New York in 1876.

Zibart Brothers Purchase Store Number Eight

Zibart Brothers, of Nashville, Tenn., have recently purchased the cigar stand in the Jackson Building and will in the future operate it as a part of their chain. The store will be number eight.

Speaking of last year's business, Mr. Zibart said that, while it was nothing to brag about, on the whole the firm was satisfied, inasmuch as an increased volume was shown. The ambition of this firm, he added, was and is to serve the public well, and a continuous increasing business indicates that they are satisfying a large part of Nashville and surrounding territory. He has great anticipations for 1914, as indicated by taking on a new shop, and he hopes to make other improvements in his service.

Tobacco Industry in Russia

Consul General John H. Snodgrass, at Moscow, Russia, sends the following interesting note to the *Daily Consular and Trade Reports:*

"A recent issue of the Russkoye Slovo contains an article relative to the activities of American and British tobacco companies in Russia, in which it is stated that a representative had been sent by them to the Caucasus to investigate the suitability of the Kuban tobacco for the Anglo-American market. This representative, it is stated, came to the conclusion that Kuban tobacco is an excellent article, but that the producers do not know how to dry it, the fermentation not being of the kind to produce a first-class article. The investigation, it is stated, has resulted in the decision to create an English company for the sale of Kuban tobacco in England, after organizing the preparation and drying of the tobacco in Russia according to American methods. Further it was shown that Russia itself presents an excellent market for the sale of tobacco, and the British and American companies have decided to establish factories in Russia and are negotiating for the purchase of some of the more important Russian concerns.

"The Russkoye Slovo is of the opinion that the establishment of the new syndicate will not injure the interests of the Russian population and will give a great impulse to the development of the tobacco industry in the Kuban Province."

E. Rosenwald & Brother Celebrate Anniversary

IT is doubtful whether the four Rosenwald Brothers, Edward, Isaac, Henry and Sigmund, when they started their leaf tobacco house in January, 1864, ever dreamed of the completion of "fifty golden years." Yet the courage to do, and loyalty to one another, which characterized the beginning, has continued down the years, until today, the great leaf tobacco house of E. Rosenwald & Brother, in the celebration of its Fiftieth Anniversary, stands as a fitting monument to the zeal of the founders, whose interests have passed into such able control as that exercised by the members of the present firm, which consists of Benno Neuberger, Benno Rosenwald, Abraham Bijur, Nathan I. Bijur and Samuel H. Bijur.

An interesting coincidence, when the history of the present firm is considered, was the establishment in the same month, of the leaf tobacco business of Isaac Bijur, the amalgamation of the two firms having taken place in 1908.

It was a matter of regret, however, that Mr. Bijur, after having negotiated for the consolidation with Sigmund Rosenwald, failed to witness the consummation of his plan, death having claimed him before it was possible to put the same into operation. Sigmund Rosenwald, also, did not live long to enjoy the pleasant relations of the new company, he having died about a year afterward.

Of the present members of the firm, Benno Neuberger, the senior member, has been with the house for thirty-three years, he having entered the service in a clerical capacity, attaining his present position through his wonderful business ability and quick discernment, with a practical application to the things necessary for the proper handling of the company's affairs.

Benno Rosenwald, next in order with twenty-six years' experience in the leaf tobacco business, is a son of Edward Rosenwald, and is a worthy son of his father, having served in many departments of the company, familiarizing himself with the vast details of the business.

Abraham Bijur, long known in the trade as a merchant of sterling worth, is thoroughly familiar with the business, he having been active in the trade for twenty years. He was the first president of the National Cigar Leaf Tobacco Association, and re-elected twice, he accomplished in that capacity many things of paramount importance, which tended to the betterment of the association.

The two remaining members of the firm, Nathan I. Bijur, who has been in the trade eighteen years, and Samuel H. Bijur, who has numbered seventeen years, are both live wires, and round out an organization that stands today for supreme efficiency.

Numbering employees exceeding 2200, it is not to be marveled at, that E. Rosenwald & Brother have the world as a market for their goods. With representatives in Amsterdam and Cuba and with no less than thirty-five warehouses scattered throughout the United States, with two more in the course of construction, and a magnificently organized sales staff, composed of such men as Charles B. Lewis, covering New England and the East; Howard Stevenson that of Pennsylvania, Maryland and the District of Columbia; Alfred W. Penner, who is in charge of Middle Western and Canadian territory; with Richard H. Bythiner covering Greater New York, the firm may confidently look toward the future with the greatest optimism.

William Best, president of Best & Russell, well-known distributors in South Wabash Avenue, has returned from a visit to Mt. Clemens, Mich. He will remain in Chicago until after the first of the year, when he will go South with his family.

IRREGULAR PAGINATION

IN times gone by I have indicated my kindly feeling toward the French customs authorities for fining me heavily for bringing Turkish cigarettes into sunny France while en route to America, but nevertheless they have clever officials over there, just the same, and they are very keen on the tobacco scent.

A few days ago, a French inspector at the frontier town of Feignes while examining a freight car loaded with sacks of potatoes thought he detected a whiff of good tobacco—an unusual odor in many parts of the country—and delving in some of the sacks discovered that the alleged potatoes were in reality packages of tobacco done up in wrappers to represent potato skins.

The inspector and two others concealed themselves in the car, and when the train reached the little town of Noyon, the car door was opened by two men, one of whom was quickly arrested.

It developed later that the prisoner was a well-known smuggler who had previously served time for the same work.

The sacks disclosed 6000 packages of fine tobacco, bought in Mons, Belgium, and valued at over $4000.

It was a neat bit of custom detective work, but I must express my regret that so much good tobacco is lost to French consumption.

Kind regards to the French Regie!

* * *

Bob Lane, he of the "Partagas" smile, sailed for Havana last Saturday, and I feel sure he will have a comfortable trip, with many charms.

He told me that January first, 1913, he spent in Havana and that during the past year he traveled more miles than he had ever done in his life.

New Year's Day (two weeks ago), Mr. Lane was in attendance at the funeral of a near relative, and upon his return home in the evening, was dazed to learn that an old cabinet mirror, a family heirloom, had fallen and smashed during the day.

Did it portend many deaths during the year, even as his absence from home the year previous on the first day entailed much travel?

He put the question squarely up to his friends, and the result was interesting.

The next day, his secretary, hearing the dreadful story, presented him with a new mirror, which was guaranteed to dispel the broken-mirror hoodoo.

From a devout Catholic friend, he received a small pocket statue of St. Joseph; from a good Hebrew friend, a Jewish charm; from West Virginia, another friend sent him a genuine wishing stone, and I was constrained to promise him a Mohammedan amulet to keep away the evil eye.

Cigarmakers turn into mules when they die and haul brimstone for the devil. This, at least, is the firm opinion of a number of the old-timers, including "Glass-eyed Jack" Broadwell, who was through the Johnstown Flood, the Chicago Fire, and the yellow fever in Memphis, besides being a veteran of Coxey's Army. What business have less seasoned cigarmakers to dispute the decision of such men, who have been in places hot as pitch, with lads dropping round about like poisoned flies in a dock restaurant? They should accept the decision without a murmur, and get ready to fall into the traces when the time comes.

Of course, turning into a mule is bad enough, for the ordinary binder butcher prides himself on being a man, but hauling brimstone for the devil is what meets with the most protest. The younger cigarmakers have asked the old-timers to explain more in detail about the brimstone transportation business, since, being worthy young men, they wish to show up, or down, rather, at the diggings with some preliminary idea of how the work should be done. The old-timers, however, have assured them that there will be plenty of time for them to learn the odds and ends during the rest of eternity, and have reminded them that little red imps with pitchforks will show them by the carnal route which is "gee" and which is "haw." Further than this the old-timers have reached no decision.

Eugene Bell was one of the old-timers who had about reached a decision that a mule in the service of the devil, transmigrated from the cigarmaker stage, might find favor with his master after some millions of years in the brimstone transportation business, and be allowed as a reward to rest on Sunday during the slack season. Eugene died, however, before he had a chance to hand down an opinion. His death was predicted by himself, following a most unusual portent which came while he was working in a "buckeye" in Indiana. Eugene had a bunk in the factory, which was located upstairs over a pool room. When the boss closed the place in the evening Eugene was master of all he surveyed, and for a time was much pleased with his sleeping place. He told the boss how pleased he was every morning when the former came down to work. One morning, however, Eugene said nothing. He was nervous all day. The next day was worse. On the evening of the third day he drew the boss to one side, and taking him over to a corner, pointed behind a case of stems with trembling finger. In the gloom the boss was able to see the outlines of a chicken, which, with head under wing, was roosting in peace on a stack of moulds.

"When a chicken walks up a flight of stairs to roost with you three nights in succession," said Eugene, "you might as well pick out your lot in the cemetery. My life ain't worth as much as a dirty deuce."

The boss laughed, and being a practical man, took the fowl home and had his wife serve it for dinner. Eugene blew out of town, insisting that he was a goner, and that the boss would never see him again.

Sure enough, within two months the boss received word that Eugene was dead.

THE ONLOOKER.

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"Something to Do in 1914"

With a hand as unerring as the Checker Player in the Eden Musee, Time swept 1913 from the board and moved 1914 into the Crown row, continuing to hold his own in the mighty game with The Ages.

With the New Year have been born high resolves and great promises, some destined to wonderful fulfillment and others to early disaster. The Old Year has prospered most of us and the birth of the New Year has given impetus to our hopes and ambitions, elevating them to a higher plane and encouraging greater effort toward their attainment.

In every field, generally speaking, there have been new plans laid for 1914, on a firmer and larger basis than ever before. Most of them tend toward expansion. In the mercantile world all our energies are bent on increasing the amount and scope of our business, the increasing of the amount generally depending on an increase in scope.

Increasing the scope in general business is usually accomplished by large appropriations, the use of which is to get a message to the people likely to be interested in a particular thing.

Before the trade of the public can be handled, however, it is necessary to interest the jobbing and retail houses, and the initial advertising expenditure is generally made with a view to attracting them to the line and securing their co-operation in its distribution and sale.

The big firms, with few exceptions, carefully peruse the trade papers of that line and choose those having merit, to do some of the missionary work for them. The big firms seldom overlook a bet, for they realize that no one paper has an exclusive monopoly on the good will of any class of merchants. And the fact that many big firms use not *one,* but *several,* trade papers is proof that this method is beneficial to a progressive business.

We often hear the remark, "I would like to advertise, but it costs money." Even that arch-crook of fiction, J. Rufus Wallingford, has to *spend* money to *make it;* and how much more necessary must it be for honest people to do it!

There is always new business to be secured through trade paper advertising. History is irrefutable proof of this statement. The number of progressive business firms using space in trade papers is such an overwhelming majority, and their prosperity so evident, that further argument would be futile.

A non-advertiser who was doing a good business once said regarding a more prosperous rival, "No wonder Blank does such an enormous cigar business; look at the money he spends in Trade Paper advertising!"

And the reply was flashed back:

"Mr. Dash, why don't you advertise and prosper like Mr. Blank?"

The answer is:

"He did, and he has!"

* * *

"Biggest Year in History"

Without exception the cigar manufacturers interviewed during the past fortnight report the biggest year in their history, featured by a steadily increasing demand for the ten-cent and higher-priced Philadelphia-made brands.

The latter part of this statement seems to indicate that Philadelphia ten-cent cigars are becoming as well and favorably known as the famous nickel smokes. Indicative of this movement in the Philadelphia market is the observation that a number of high-grade cigar manufacturers have started business in a small way, in the city this year, and that most of them have had a good year's business.

Optimism regarding business conditions is prevalent generally, and the way in which 1914 orders are coming to most of the factories, seems to show that this feeling is not monopolized by the manufacturers.

* * *

"The highest function of education is to make men think." Men concentrate their thoughts on the advertising pages of THE TOBACCO WORLD.

President Levy Saves Girls From Panic

The presence of mind of Samuel Levy, one of the owners of the Enterprise Cigar Company, at Trenton, N. J., probably saved the lives of many girls when fire broke out in the factory on January 6. The fire was caused by overheated pipes and was rapidly spreading along the woodwork when discovered.

Upward of one hundred girls showed signs of panic when Mr. Levy marched them out of the building with but little confusion. The fire did several thousand dollars' worth of damage to the factory.

H. C. Kloecker has purchased the cigar factory of H. Lichtenberg, at Cincinnati, O.

TAMPA TIPS

Big Year for Cuesta-Rey Cigar Factory—Orders for Verification of Inventories Swamps Revenue Men—Berriman Brothers Bonded Cigars Going Big

TAMPA, January 12.

CONGRATULATIONS are the order of the day at the Cuesta-Rey Cigar factory. According to compilation, this company manufactured during the year 1913, 24,000,000 clear Havana cigars, a record, which, it is stated, has never been equaled by another factory. Of the grand total of 284,991,000 cigars manufactured in Tampa, during 1913, Cuesta, Rey & Company contributed as its share, one-twelfth, thereby depositing in the governmental coffers, revenue to the amount of $207,422.22, which vast sum covered both customs duty and internal revenue stamps.

Much elation is felt in this city over the new steamship "City of Philadelphia," commanded by Captain Theodore Klemm, which arrived here a short time ago from Havana, inasmuch as it is expected that the new line will make it possible to bring large cargoes of leaf tobacco direct to the city.

My friend, Edward Wodiska, is back again in Tampa, thoroughly refreshed after his holiday in Havana.

Jose Escalante is another of the prominents who has returned from Havana. Mr. Escalante states that he has secured some very fine tobacco.

A general order having gone forth from the government requiring verification by internal revenue officers of the inventories of all cigar factories, the collectors to whom the work has been given, are finding themselves pretty well swamped, inasmuch as there are 240 factories in the Tampa district, whose inventories must be checked. Harry Kennedy, deputy collector of internal revenue, is in charge of the office here.

V. Guerra, Diaz & Company will hold the regular annual meeting of the stockholders at 2 P. M., Monday, January 19, in the office of the company, for the purpose of electing officers and directors, and taking action on any other new business.

According to Manuel Sanchez, Berriman Brothers are having a great demand for their bonded goods, it being impossible at the present time to turn them out fast enough.

Rock Marsicano has returned from a very successful trip in the south of Florida. Mr. Marsicano is manager of the O. K. Cigar Company.

R. G. Trezevant, for six years manager of the retail department for Eli Witt, is now connected with L. L. Spafford, the well-known insurance agent.

After an absence of more than two years, Shorty Clark, the tallest traveling salesman in the United States, and a member of the sales staff of the large cigar manufacturing firm of J. M. Martinez Company, is back again in Tampa, much to the delight of his many friends. Mr. Clark also has the reputation of being the tallest Elk.

George L. Harris, Jr., Florida manager for the P. Lorillard Tobacco Company, has returned to Tampa. George is one of the most popular traveling men in Florida.

P. Verplanck, of the Verplanck Cigar Company, landed in Tampa, January 8, for the purpose of looking over the plant here.

Now that the holidays are over, the large local cigar manufacturers are settling down to business, many of them having returned from trips spent with their families, among the latter being Senor A. L. Cuesta, who spent a few days in Atlanta.

Col. J. D. Calhoun, deputy collector of customs here, is in receipt of 70,000 stamps for "made-in-bond" cigars. The stamps are in sheets of ten and in bundles of 100, and may be affixed to a box of ten or a box of 250. In fact, they may be attached to any box of customs made cigars, no matter how large the number.

PERFECTO.

New Jobbing House Incorporates in Pittsburgh

Walter Arnheim, formerly with L. Goldsmith Brothers Company, Pittsburgh, Pa., has resigned his position to go into the wholesale cigar business.

Mr. Arnheim has incorporated the Arnheim-Herz Company, and will control a number of popular brands, such as "Reynaldo," "Webster," "John Drew" and "Copyright." The firm will be ready to do business about February 1. They will locate in the Empire Building, Pittsburgh.

Pittsburgh

Cigar Department Head Resigns From Pittsburgh A. A.—"Pall Mall" Cigarettes Put New Men in City—"Tango Dancers" New Advertising Hit

BUSINESS in Pittsburgh is falling off somewhat after the holidays, as everybody has enough cigars left from their Xmas presents.

W. R. Campbell, representing Stephano Brothers, of Philadelphia, is visiting friends in Pittsburgh on his way to Philadelphia.

"London Life" is a new ten-cent cigarette being introduced here in charge of A. L. Clarke.

M. J. Omera, of the P. Lorillard Company, is in town, selling "Nebo 20's" plain tip. He is having quite a success on this brand.

Mr. Keffer, of the Pittsburgh Athletic Club, has handed in his resignation, to take effect February 15. He will go to Chicago to take an outside position.

J. S. Kerns is still with Leo J. Spuhler, at 610 Smithfield Street, and all his old friends are still calling on him.

Lewis Goldstein and W. A. Andruss, of the Cato Company, New York, have started a campaign on the "56" cigarettes. They are selling quite a lot in the downtown section of the city.

Preston Herbert, of the United Cigar Manufacturing Company, is in town this week.

Joseph T. Snyder has been in Pittsburgh this week, looking for a location, as he will have to get out of his Sixth Street place, on account of Rosenbaum's new store.

E. L. Weil, of the W. J. Gilmore Drug Company cigar department, reports the best year yet on the "El Verso" and "San Felice" cigars, made by the Deisel-Wemmer Company, of Lima, O. Mr. Thompson leaves for Lima, O., on Sunday evening.

E. L. Weil, of the A. Roig & Langsdorf Company, Philadelphia, is in town. The W. J. Gilmore Drug Company are distributors for the "Girard" and "Roig" cigars, made by this firm.

R. Thompson, of the W. J. Gilmore Drug Company cigar department.

C. Hills and M. S. Norbert, of the American Tobacco Company, have been in town this week.

Mr. Simon, of the "Pall Mall" cigarette department, has put on two new men in Pittsburgh, M. J. Farrell, of Pittsburgh, and W. S. Edwards, of Brooklyn, N. Y. They were added to the "Straights" crew. They are now giving a tie clasp with each package of "Straights."

A. B. Dawson, of the R. J. Reynolds Tobacco Company, has started to work again, on the "National Joy Smoke," Prince Albert.

Ben J. Strauss, of Perfecto Garcia & Brother, is expected in Pittsburgh in the near future.

E. H. Brody has sent word to his friends here that they may expect to see him soon.

W. M. Roseleo, of the Morgan Cigar Company, Tampa, Fla., is here boosting his line of Clear Havana cigars.

E. C. W. Jacobs, of the East End Hotel, is soon going to join the benedicts, as his engagement was announced for January 17.

Considerable interest is being taken in the new "Honest Scrap" display in the window of the Seventh Avenue Hotel cigar stand. Hundreds are stopping every day to look at the "Tango Dancers" on a miniature stage. The figures actually dance, but we give it up how it is done. It is a handy attraction and is sure some hit.

All the city salesmen of the big wholesale firms are again calling on the trade and report business very good.

C. A. Gibbs Company have a very nice display of F. Lozano Sons Company cigars, and the brand is going good for this house.

Fred Kueneizen, who was formerly with the Tobacco Products Company, of New York, is calling on the trade for Sands Ritchey Candy Company, of Pittsburgh.

McCullough Drug Company have a large assorted window of high-grade cigars. "Tuval," "Admiration" and "Webster" have a prominent place.

R. J. Dalzell reports a large increase in business on high-grade cigars.

W. J. Smith, of the N. S., had a large business during the holidays.

A. L. Kidner, of Penn and Highland Avenues, had a very nice increase in business over last year.

A. J. F.

Market for American Plug Tobacco in Chile

According to the recent report of Consul Charles L. Latham, Punta Arenas, Southern Chile, which appeared in the *Daily Consular and Trade Reports* there is a good market for American plug tobacco in that section. Mr. Latham states that the heavy trade in cigars, cigarettes, leaf and cut tobacco, however, goes almost exclusively to other countries.

The "live" American manufacturer ought to get his share of business there in other tobacco lines.

PLAN CHAIN OF RETAIL STORES

Columbian Cigar Stores Company Plan Big Circuit—Benton Harbor, Michigan, is Home of Firm

A REPORT from Benton Harbor, Mich., states that the Columbian United Cigar Stores Company is planning to operate a circuit of forty retail establishments. At present they have stores in Benton Harbor, St. Joseph, Mo., and South Bend, Ind. It is said that before spring they expect to have stores in more than a dozen towns in Indiana, Illinois and Ohio.

W. J. Harper is president of the concern, and is well known as a tobacco expert not only in Benton Harbor, but throughout the State. In Benton Harbor, where the headquarters of the firm are located, a general wholesale and jobbing business will be carried on, employing from fifty to one hundred men.

Mr. Harper is said to be on a business trip to New York at present. Associated with him as head of the retail department is W. D. Kidd.

Upon Mr. Harper's return it is stated that he will go to a town of 40,000 in Ohio, where negotiations are under way for the opening of another store.

"William Penn" in the Northwest

The Tacoma Grocery Company, distributors of such cigar lines as "Barrister," "Cuban King," "Fairmont," "Ruy Lopez," "El Telegrafo" and "Prefect," has added the "William Penn" brand in the Perfecto and Majestic sizes. Plans are under way for a strenuous campaign on this line, which is a new cigar with the Tacoma Grocery Company. The "Little William Penn" will be included in the campaign. Reports from Tacoma indicate that the cigar is having a remarkable success in that section.

Letters to the Editor

Enjoyed Reading "Tobacco World"

PHILADELPHIA, PA.,
January 8, 1914.

Editor TOBACCO WORLD,
Philadelphia, Pa.:
Dear Sir,—Have enjoyed reading your paper all during the year 1913 and will look for it in 1914.

Yours truly,
F. G. MCGEE.

Wants Name of Factory

PHILADELPHIA, January 10, 1914.

Editor THE TOBACCO WORLD,
Philadelphia, Pa.
Dear Sir,—Kindly advise us the name of the party operating Factory No. 5, Eleventh District of Ohio, and oblige,

Yours very truly,
INQUIRER.

Ans.—Swisher Bros., Ironton, O.

Name and Address of Factory No. 112, N. J.

DETROIT, MICH., 1/6/14.

Editor THE TOBACCO WORLD:
Dear Sir,—Please inform us the name and address of company listed under Factory No. 112, First District of New Jersey and oblige.

Yours very truly,
NATIONAL CIGAR COMPANY.

Answer—American Cigar Co., Trenton, N. J.

NEW ENGLAND TOBACCO GROWERS' ASSOCIATION HOLDS ANNUAL MEETING IN HARTFORD

Senator Joseph W. Alsop Re-elected President—Five Hundred Members in Attendance—Address of Welcome Made by Governor Baldwin—To Organize Mutual Insurance Company to Carry Workmen's Compensation Insurance

AN address of welcome by Governor Simeon E. Baldwin, and a similar address by Mayor Louis R. Cheney were opening features of the annual meeting of the New England Tobacco Growers' Association, held in Unity Hall, Hartford, Conn., on January 9. The hall was crowded to the doors.

President Alsop presented a report of the year's work of the association. He spoke of the trip last winter to Washington, when the association's committee appeared before the Ways and Means Committee of Congress and advocated the retention of the duty of $1.85 per pound on tobacco. "The tariff was retained," said Mr. Alsop. "Our chief trouble was to convince the committee that tobacco was a luxury."

The summer meeting was omitted, he said, on account of the unfavorable season. The membership is larger than ever and the balance in the treasury larger.

The need of a mutual company to be formed on the lines similar to the Massachusetts type, which would be the means of saving growers of this state from thirty to forty per cent. on compensation insurance, was urged by Senator Joseph W. Alsop, president of the association, who spoke at length on this and other matters relative to the tobacco business. The senator declared that his two years' tenure in office was, he considered, sufficient, and hoped that the organization would elect a new president for the coming year. Sentiment among members however, seemed to be in favor of retaining the present president.

The following officers were re-elected at the afternoon session: President, Joseph W. Alsop, Avon; vice-president, Cyrus M. Hubbard, Sunderland, Mass.; secretary, W. K. Ackerly, East Hartford; treasurer, Harry W. Case, East Granby. Senator Alsop endeavored to dodge a re-election, but the meeting was insistent that he take a third term.

The nominating committee presented a list of twenty-one directors. The twenty-one directors were elected as follows: W. S. Pinney, Suffield; F. B. Griffin, Bloomfield; N. H. Brewer, East Hartford; A. S. Bidwell, East Hartford; W. J. Hayes, Tariffville; Thaddeus Graves, Hatfield, Mass.; Owen E. Case, Barkhamsted; M. L. Floyd, Tariffville; H. A. Middleton, Broad Brook; Harry F. Farnham, East Windsor Hill; H. E. Loomis, Glastonbury; George Mitchelson, Tariffville; T. H. Whipple, Hartford; J. B. Stewart, Windsor; Edmund Halliday, Suffield; Lyman Crafts, Whately, Mass.; F. M. Collon, Granby; E. A. Hoskins, Simsbury; Nathaniel Jones, South Windsor; J. M. Pryor, Enfield; O. F. King, South Windsor.

The resolution unanimously passed was as follows:

Resolved, That the executive committee of this association be empowered to spend the sum of one hundred dollars toward the work of organizing a mutual insurance company for carrying of workmen's compensation insurance if in the judgment and after investigation such an expenditure be deemed wise.

J. B. Morris

J. B. MORRIS, one of the veteran cigar salesmen of Canada, and for twenty-five yearrs representative of Joseph Hirsch & Company, the Montreal cigar manufacturers, died in Toronto on the Sunday before New Year's day, of heart disease.

The remains were brought to New York and funeral services were held in this city on New Year's day.

Mr. Morris was fifty-eight years of age, and is survived by a widow, who is a sister of Robert E. Lane, and one son.

The interment took place in Greenwich, Conn.

He was very popular throughout all Canada, and respected by every customer with whom he dealt.

Captain E. H. Smith

Captain E. H. Smith, for many years a member of the cigar manufacturing firm of Smith & Rising, Ottawa, Ill., died at his home in Chicago, January 3. He is survived by a widow and three sons.

Lewis Surette

Lewis Surette, a retired cigar manufacturer of Boston, Mass., committed suicide January 7, at his home in Ossipee, N. H., by drinking poison. According to information obtained from Boston directories, L. D. Surette was, until 1905, president of the Commonwealth Cigar Company, located at No. 2 Tremont Street.

Julius Reiss

Julius Reiss, a prominent pipe manufacturer of Chicago, dropped dead on the way to his office on January 10. He was president of the firm of Reiss Brothers & Company, located at 152 East Erie Street. Heart disease is supposed to have been the cause of death.

Mr. Reiss has for many years made his home with his brother Nathan, at 1233 North La Salle Street. He left home as usual yesterday morning for business. Since the distance to his factory was not great it had been his custom to walk. At Rush and Erie Streets, Mr. Reiss was seen to stagger and fall. Pedestrians rushed to his assistance, but he was dead before they could reach him.

The deceased was fifty-nine years old and a bachelor.

Reiss Brothers & Company have one of the finest pipe factories to be seen in the Middle West. The plant has been completed only a short time.

John H. Brown

John H. Brown, formerly president of the Brown Brothers Cigar Company, located at State Street and Park Place, Detroit, Mich., and which was later taken over by the American Cigar Company, died at his home in that city, January 5. Mr. Brown, who was born at Bellefontaine, O., located in Detroit when but a young man, where he engaged in the tobacco business, which he carried on successfully, the formation of the Brown Brothers Cigar Company finally being the outcome. This factory at one time was reputed to be the largest in the world. The deceased, who was sixty-five years old, is survived by four sons, Percy M., R. Harry, John Stanley and Alfred D. Brown. Mrs. Brown died fifteen years ago. Interment was made in Woodlawn cemetery.

Newton B. Eustis

Newton B. Eustis, connected with G. S. Nicholas & Company, importers of high-grade cigars, and son of the late James Biddle Eustis, Ambassador to France during the Cleveland Administration, died January 5, at Crystal Lake, N. J., from heart disease, following an attack of the grip. Mr. Eustis was a member of the prominent Louisiana family of that name.

Thomas H. Phillips

Following an illness of several weeks' duration, Thomas H. Phillips, a cigar manufacturer of much prominence in Jackson, Mich., died in that city January 2. Mr. Phillips was well known throughout the state, having been a Spanish War veteran and attained the rank of captain. The deceased was forty years old.

Edwin J. Curtis

Edwin J. Curtis, for many years prominent in the cigar circles of Providence, R. I., died in that city January 4, at the age of seventy-two years. Though he had been suffering for a long period, and failed to a great extent during the past year, his death was not expected. The deceased is survived by one daughter, two sisters and a brother.

George C. Weldon Resigns

George C. Weldon has resigned as resident manager of the Finzer plant of the American Tobacco Company in Louisville, to enter the printing business. His determination to leave the forces of the tobacco company was announced at the annual banquet of 400 officials at the Knickerbocker Hotel, New York. He has purchased an interest in the J. V. Reed Company.

Mr. Weldon was born in St. Joseph, Mo., and moved to Owensboro, Ky., when a boy. His first business connection was there with an independent tobacco company. In 1890 he went to Lynchburg, Va., but a longing for Kentucky and the tobacco business prompted him to return to Louisville in 1891, and accept a position with the Greenville Tobacco Company, which later became the Strater Brothers Tobacco Company. His first position at the Finzer plant was in 1894 in the warehouse, and he has enjoyed successive promotions as foreman, assistant superintendent, general superintendent and manager, the highest position having been given him on January 1, 1913.

Report for First District of Michigan

The First District of Michigan manufactured during the month of December, 1913, a total of 19,849,306 cigars and paid a tax on 2,271,447 pounds of tobacco. In 1912, there were made in the same district 23,424,810 cigars for the same month, which means that in 1913, during December, less cigars were made than in 1912. This is explained by several manufacturers who state that in 1912 holiday orders were shipped as late as December owing to the shortage of labor, while in 1913, jobbers insisted on goods being shipped much earlier as they did not want to take any chance on being caught short. For this reason, Detroit manufacturers started in October to put on additional cigarmakers and make shipments, and during that month a total of 30,000,000 cigars were turned out, breaking all past records. About the middle of November, business started to slack up somewhat and remained about the same for the balance of the year. The month of January has started out splendidly, and the month is sure to show an increase over the same month last year. The exact figures for December, as taken from the books of the internal revenue office are:

Cigars	$59,547.92
Tobacco	181,715.79
Snuff	641.60

A Group That Has Made the "44" Cigar Famous

In the group from left to right (top row): M. Zander, Southwestern representative; A. Liberman, assistant factory superintendent; M. A. Funk, secretary and sales manager; G. W. Zander, son of, and specialty man for, M. Zander; George T. Loker, Chicago representative; James F. Cormany, Western representative. Bottom row (left to right): Max Lipschutz, factory superintendent; B. Lipschutz, president; R. C. Myrtetus, assistant office manager; G. M. Lex, assistant secretary and business manager; W. H. Nicholson, Middle South representative; F. D. Crawford, New York State and Middle West representative; R. Wharton, of the tobacco department; Tillman Funk, Southern representative.

"44" Cigar Company Holds Annual Banquet

It was indeed meet that the year 1913, which had been so lavish in its bestowal of prosperity on the "Forty-Four" Cigar Company, should be ushered out around the festive board; and that fitting tribute was rendered to the dying year, is vouched for by the officers and salesmen of the company who attended the salesmen's meeting and banquet, held on the evening of December 30, at the Hotel Vendig, G. M. Lex, assistant secretary and business manager, presiding as toastmaster.

The banquet, which consisted of five courses, was but a forerunner of the good things that followed. Unlike most such affairs, when only the more prominent are afforded the privilege of voicing new suggestions and ideas, each one present was given an opportunity to address the meeting, and that this was appreciated was manifested by the attention accorded each of the speakers.

One of the principal addresses of the evening was that made by B. Lipschutz, president of the company, in which a brief history, covering the entire period of the company's existence, was given. M. A. Funk, secretary and sales manager, gave an interesting talk pertaining to the advertising and selling departments. Through all the addresses that followed, a note of optimism seemed to prevail regarding the outlook of the company for 1914, which doubtless accounted for the cheerfulness with which the salesmen started out for their respective territories.

Those present included B. Lipschutz, president and treasurer; M. A. Funk, secretary and sales manager; G. M. Lex, assistant secretary and business manager; Max Lipschutz, general superintendent; A. Liberman, factory superintendent; W. H. Nicholson, Middle South representative, and his missionary representative, W. M. Charles; Tillman Funk, Southern representative; M. Zander, Southwestern representative, and his son, G. W. Zander, specialty representative for M. Zander; F. D. Crawford, New York and Middle West representative; James F. Cormany, Western representative; F. B. Stanton, North Jersey representative; George T. Loker, Chicago representative; Raymond Wharton, of the tobacco department; R. C. Myrtetus, assistant office manager; and the following city salesmen: J. M. Allgaier, Isaac Sager, F. A. Maier and George Fullen.

Cuesta, Rey & Company Hold Annual Feast

IT was a merry gathering that thronged the Atlanta restaurant in West Tampa, Fla., on the evening of January 5, to attend the annual banquet of Cuesta, Rey & Company. Always a joyous affair, the banquet of 1913 was no exception to the rule. The guests, who included members of the firm, heads of departments, traveling salesmen and a few friends of the company, found the feast spread before them to be just as delightful as those of other years, measuring up, as it did to the high standard set by its predecessors.

As was the custom, the banquet was followed by addresses by the more prominent of the guests, among which may be mentioned that of Mayor D. B. McCay, who expressed himself as being thoroughly pleased with the fact that Tampa had the honor of possessing such a factory as that operated by Cuesta, Rey & Company. He also complimented the company on the growth and conduct of its business.

One of the most interesting addresses of the evening was that of Mr. Cuesta, who spoke of the wonderful growth of his company, stating that much of the credit was due to his factory organization, a point on which he laid much stress. He also directed attention to the fact that his two sons and the son of Mr. Rey were on the board, growing up with, and preparing to take charge of, the business in the future.

A tribute was paid to the traveling men of the company by Dr. L. A. Bize, which was responded to briefly by J. S. Kahn, a member of the salesforce.

During the course of the evening, it was stated that the reports of the various departments of the company, as submitted to the stockholders at the regular annual meeting, which preceded the banquet, had given much satisfaction, and that the year just closed had been one of the most prosperous in the history of Cuesta, Rey & Company.

Enthusiasm at Deisel-Wemmer Banquet

At the annual banquet of the Deisel-Wemmer Cigar Company, manufacturers of the famous "San Felice" cigar, held at the Lima Club, in Lima, O., on January 3, enthusiasm was rampant. A general review of the history of the Deisel-Wemmer Company was given by President Henry Deisel. Henry G. Wemmer, general manager of the firm, was toastmaster and spoke on "Building Organization." Charles C. Hossellman, superintendent, was cheered many times during his speech on "Loyalty."

The banquet table was laid in the ball room and was decorated with carnations and greenery. An elaborate dinner was served. An orchestra played during the dinner and after the speeches, Ellis Counts, who had appeared in the cabaret at the Lima Club, New Year's eve, sang several songs for the guests.

Other speakers were Charles L. Weaver, Dayton, who said that the "San Felice" cigar was his meal ticket 365 days in the year, William J. Wemmer, vice-president, who talked on "Employees," R. J. Platte, secretary, M. C. King, Sam Weinfeld, and Ed Yost, Lima; John Eckerle, Cincinnati, who talked on "Tobacco"; George Berger, Cincinnati; David Ritner, Chicago; Arthur Gagley, Wapakoneta; Bernard Wolf, Findlay; Charles O'Connell, Toledo; Frank Bargar, Fostoria; C. L. Blosser, Van Wert; Gus Kerman, Delphos, and Charles Neville, Sidney.

The receipts from tobacco stamps at Winston-Salem, N. C., for the month of December show a gain over the same month in 1912 of 305,401 pounds of tobacco and $33,872.94.

Philadelphia Notes

Frank Rawlins visited Philadelphia dealers early in the week in the interest of Lopez, Hermanos & Company, New York and Tampa.

C. E. Turner closed some attractive business on "Charles the Great" cigars, made by the well-known firm of Salvador Rodriguez, while in Philadelphia recently.

G. Harry Moulsdale, representing the Sanchez & Haya Company, factory No. 1, Tampa, Fla., was in Philadelphia this week, making plans for business during the coming year.

P. Pavon Alvarez, representing Jose D. Riera & Company, 96 Water Street, New York City, importers of Porto Rico cigars, visited Philadelphia this week, booking some attractive orders.

Sig. Mayer reports the heaviest year in his history with a steady growth in the call for ten-cent goods. He has been especially pleased with the splendid demand for the "Rey-Oma" ten-cent cigar.

Thomas F. Bell, who now owns the cigar stand at the corner of Ninth and Walnut Streets, has put "Lord Colbeck," in the Breva and Perfecto shapes, on his counter. He is well pleased with the goods and finds that they appeal to the high class of trade which the stand enjoys.

R. D. Shelp, representing Lincoln & Ulmer, 75 Warren Street, New York City, manufacturers of the well-known "La Modina," "Rodina" and "Coronilla" cigars, visited the trade in the Quaker City during the current week.

Mr. Shelp leaves New York on Saturday, January 17, for a Western trip, touching the principal cities as far as Omaha, Neb.

Jeitles & Blumenthal, Limited, 119 South Eleventh Street, Philadelphia, are starting the new year full handed and operating on a full time schedule.

Isador Mayer is exploiting the merits of the "Flor de Jeitles," "Royal Peer," and "Masterpiece" cigars on his regular territory, and these increasingly popular brands are receiving the attention of Max Herz throughout the State of Texas; Joseph Price throughout the State of Georgia, and Frank Abrahams throughout the State of Wisconsin.

Scotten-Dillon Company Pays Extra Dividend

Stockholders of the Scotten-Dillon Company, tobacco manufacturers of Detroit, Mich., have been paid an extra dividend of eighteen per cent. for the current quarter, in addition to their regular quarterly dividend of two per cent. Extra dividends amounting to twenty-four per cent. have already been paid in the three previous quarters, so together with the regular dividend, the total paid for the year amounts to fifty per cent.

The company's distribution of profits to its stockholders for the year is the same as in 1912, when its regular and extra dividends also made a total of fifty per cent.

Its capital stock of $1,000,000 comprises shares of the par value of ten dollars, the bid price for which on the Detroit stock exchange is now about $121.50.

Besides an extra dividend of twenty-six per cent., the company in January, 1911, presented its stockholders with a stock dividend of one hundred per cent. of the par value of $500,000.

Gato Salesman for De Lisser-Schneider Company

JULIAN T. NUNES, for the past few years a representative in Southern territory for the E. H. Gato Cigar Company, has resigned from his position with that firm and is now a member of the selling force of the De Lisser-Schneider Company.

Mr. Nunes has been in Philadelphia planning with members of the firm for an extensive Southern campaign on "Lord Colbeck," the firm's leader in the ten-cent and two-for-a-quarter cigars. Mr. Nunes is now on his way to New Orleans, from which point he will jump to the Lone Star State and then work his way East to the Atlantic coast. Mr. Nunes has been in Southern territory for sixteen years, and is well known among the trade.

Stanley De Lisser, president of the firm, left on the 14th for an extended Western trip. After touching Pittsburgh, he will go West to St. Louis and then move slowly eastward.

Manila Cigars at Ackers'

J. Durbin Acker, manager of the cigar department of the Twelfth and Chestnut Streets store of the Finley Acker Company, is meeting with success in securing repeat orders for "La Rosa Filipina" Manila cigars, which he recently introduced, and which retail for three dollars per hundred.

The "Magallanes" is another brand of Manila cigars which are finding a ready sale through the channels of the Acker stores. These goods retail for four dollars the hundred, and are sold in the popular Breva size.

Annual Banquet of "Havana Ribbon" Salesmen

The annual banquet of "Havana Ribbon" salesmen, tendered them by Bayuk Brothers, took place on December 30, at the Continental Hotel. Thirty salesmen were present together with members of the firm and some few friends.

The wonderful growth of the business of the past year was reviewed, and the splendid prospects of 1914 were remarked.

The men left Philadelphia on New Year's Day to return to their territories.

An addition to the sales force is announced for the State of Texas. A. B. Creech left on January 10, to represent "Havana Ribbons" in the Lone Star State.

Splendid Gift for "Havana Ribbon" Manager

AS a token of their appreciation of the character and work of their sales manager, the salesmen of the "Havana Ribbon" cigar, made by Bayuk Brothers, on the occasion of their annual banquet, presented J. J. Shea with a handsome gold watch, with a beautiful fob and gold penknife attached.

The watch is a beautiful example of the watchmaker's art and is embossed with delicate circles of blue on the back. Engraved in the golden surface of the center of the watch are the words "Havana Ribbon." On the handle of the gold penknife is engraved "J. J. Shea."

Mr. Shea was so overwhelmed with this beautiful token of the regard and esteem in which he is held by the men under him, that he took to his bed that night and was unable to be about again until January 8, when he was at the office for a few hours. We are pleased to note that Mr. Shea is now convalescing rapidly and expects to be able to attend to his duties as usual.

Plans for 1914 business at the J. F. Portuondo Cigar Manufacturing Company, 1110 Sansom Street, Philadelphia, have been carefully laid, and Warner Searle has started on a trip that will carry him as far West as the Pacific Coast, making but few stops, until the return journey is begun.

W. E. Gumpert is now in the South, and will reach Florida and Texas before turning Northward.

The Portuondo factory is running on full time and full handed, and the firm is optimistic over the outlook for the current year.

M. J. McDonnell, a member of the firm of Yahn & McDonnell, proprietors of a chain of stores throughout Philadelphia, with headquarters at Fifteenth and Chestnut Streets, is taking a two weeks' trip through the South with Tampa, Key West and Havana his objective points.

Addition to Cressman's Sales Force

Allen R. Cressman's Sons announce the addition of two new salesmen to their force. G. R. Clements will cover South Carolina and part of North Carolina, while Frederick D. Saunders will take care of South Jersey territory and a few cities in Pennsylvania.

The firm reports the biggest year in their history and have big business for the "Counsellor" already in hand for 1914.

The Cuban Market

From Our Exclusive Bureau

Havana, Cuba.

HAVANA, January 8, 1914.

THERE have been some light partial showers in the Vuelta Abajo during the last fortnight, but as they have not been generally distributed the situation cannot be said to have improved materially. In reality the coming crop is still a riddle, which only the future can solve. The Semi Vuelta region may have been perhaps more favored by nature. Partido has had no rains to speak of, but irrigation may have been the salvation. The Santa Clara province has even been worse off, as far as rains are concerned, and besides the drought is reported to have created another plague of worms, which are eating the small leaves of the tobacco plants, thus killing them to some extent.

Some of the early planted tobacco which withstood the rains have had their first cutting, but if there should be no rains it is doubtful whether they will yield a second cut. During the course of this month the plucking of leaves, or cutting, ought to become general. Unless we should have a good rainfall all over the country soon the probability is that the crop will be a short one, small in size, and of a heavy quality.

Our leaf market during the past fortnight has been better than we dared to expect, owing to the turn of the year when business as a rule is always quiet, but thanks to a number of buyers there has been more life. The outlook for the near future appears promising, as we ought to see a continued influx of American buyers in the course of the months of January and February. Prices for all good vegas are bound to rule high, as the stocks of such goods are by no means plentiful. Medium styles may receive more attention, and only the poor and defective kinds will have to be sold low in order to attract buyers.

We beg to refer to our statistics of the stocks on hand in our market on the thirty-first of December, 1913, as well as to the approximate estimate of the tobacco crop in the Island of Cuba during the past year, and the comparison with the last nine years. We do not claim that these figures are exact to the bale, as we have no such reliable government statistics as exist in the United States, but in the absence of them, and having to rely upon private information, we think we are as near to the truth as possible under the circumstances.

Thanks to the courtesy of "El Tabaco" we have some advance information of its statistics as regards exports of leaf tobacco, cigars, cigarettes and cut tobacco, or Picadura, and which will be published in its edition of the tenth of this month, and which we herewith submit for the benefit of the readers of THE TOBACCO WORLD. It throws some interesting side lights on the movements of our second largest staple article of the Island of Cuba.

Recent Leaf Sales.

Sales from December 22 to December 31, 1913, amounted to 7,995 bales, which consisted of: Vuelta Abajo, 3,860; Partido, 798; Remedios, 3,119, and Oriente, 218 bales.

Buyers were: Americans, 6,036; exporters to Europe, 258, and our local manufacturers of cigars and cigarettes, 1,701 bales.

Exports of leaf tobacco from the port of Havana during the fortnight from December 22, 1913, to January 3, 1914, were 9,072 bales, distributed as follows, viz: To all ports of the United States, 5,721; to Bremen and Hamburg, 2,031, and to South America, 420 bales.

Receipts of Leaf Tobacco From the Country.

	For two weeks ending December 31, 1913.		Since January 1, 1913.	
Vuelta Abajo	1,272	bales	258,956	bales
Semi Vuelta	158	"	31,867	"
Partido	32	"	16,858	"
Remedios	850	"	174,729	"
Oriente	83	"	7,870	"
Total	2,395	"	490,280	"

Buyers of Leaf Tobacco That Come and Go:

Arrivals—From New York: Allie L. Sylvester, president of the American Cigar Co. and chairman of the Henry Clay and Bock & Co., Ltd.: Maximilian Stern, of Maximilian Stern, and Henry Oppenheimer, of H. Oppenheimer & Co.

From Tampa: Peregrino Rey, of Cuesta, Rey & Co.; P. San Martin, of San Martin & Leon; Fred Davis, of S. L. Davis & Co.; Ed. Wodiska, of Corral, Wodiska & Co., and José Mendez.

From Key West: Jaime Pendas, manager of Moreda & Co.

From Patterson, N. J.: S. Freund, of S. Freund.

From Boston: J. Joel, of J. Joel & Co.

From Milwaukee: C. K. Reichert, of the Reichert Leaf Tobacco Co.

From Chicago: Harry Barron, of Barron Brothers, and Harry Slavinski, of Harry Slavinski.

From Montreal: Domingo Granda and Domingo Granda, Jr., of Granda & Co.

From London, Eng.: J. Frankau, of J. Frankau & Co.

Cigar Manufacturers' Representatives.

From New York: Charles Landau, representative of the H. Upmanufactory for the United States and Canada; B. F. Alexander, representative for the United States and Canada of the two factories—"La Flor de A. Fernandez Garcia" and "La Flor de Tomas Gutierrez."

From London: Louis Avenel, representative for Europe of the "Por Larrañaga" factory.

From Paris: Francisco de P. Alvarez, agent for France and Spain of the Henry Clay and Bock & Co., Ltd.

From Madrid: Joaquin Alvarez, employe of Francisco de P. Alvarez.

Returned—From Spain: Pepin Rodriguez, of the Romeo y Julieta factory; Ignacia Gonzalez, of Gonzalez & Benitez; Perico Martinez, of Sierra & Martinez, and Cesareo Gonzalez.

From Tampa: Manuel Suarez, of Manuel Suarez.

Departures—To New York: S. M. Wallach, S. Rappin, José Menendez, David Nussbaum, Fred Davis, Ernst Ellinger, Sidney Rothschild and Maximilian Stern; the latter two gentlemen left here on December 20th and since returned.

To Tampa: José Escalante, Enrique Pendas, Peregrino Rey, P. San Martin, Edward Wodiska and Manuel Suarez.

To Patterson, N. J.: S. Freund.

To Boston: L. W. Scott and J. Joel.

To Milwaukee: C. K. Reichert.

To Chicago: Florentino Vega and Harry Barron.

To Spain: Celestino Corral.

Cigars.

We submit herewith the following official custom house returns for the past month of December, 1913, of the exports of cigars from the port of Havana, viz.:

From December 1 to December 31, 1913,	18,264,553 cigars
From December 1 to December 31, 1912,	17,651,251 "
Increase in the month of December, 1913,	613,302 "

By countries the following changes are to be noted:

	Increases.
Spain	646,460 cigars
United States	509,534 "
Australia	466,306 "
Italy	141,500 "
	Decreases.
Argentine Republic	302,440 cigars
Germany	287,658 "
Great Britain and Ireland	232,328 "
Chile	112,817 "
Austria	75,395 "
Spanish Africa	64,500 "
Canada	38,625 "

The comparison of the two years 1913 and 1912 is as follows:

From January 1, 1913, to December 31, 1913,	183,234,330 cigars
From January 1, 1912, to December 31, 1912,	178,981,472 "
Increase during the twelve months of the year 1913	4,252,858 "

(*Continued on page 30.*)

Tobacco Statistics for the Island of Cuba for 1913*

Exports of Leaf Tobacco, Cigarettes and Cut Tobacco from the Port of Havana:

Leaf Tobacco.

From January 1st, 1913, to December 31st, 1913,	322,121	bales.
" " 1st, 1912, " " 31st, 1912,	401,019	"
Decrease during the year 1913,	78,898	"

Cigarettes.

From January 1st, 1913, to December 31st, 1913,	18,720,975	packages.
" " 1st, 1912, " " 31st, 1912,	16,392,477	"
Increase during the year 1913,	2,328,498	"

Cut Tobacco.

From January 1st, 1913, to December 31st, 1913,	285,676	kilos.
" " 1st, 1912, " " 31st, 1912,	353,921	"
Decrease during the year 1913,	68,245	"

The United States imported 11,646 bales of leaf tobacco less from us than in 1912. Germany has imported 59,829 bales of leaf tobacco less from us than in 1912.

Exports of Cigars from the Port of Havana in the years 1913 and 1912:

	1913.	1912.	Increase.	Decrease.
1. Great Britain,	66,842,801	63,540,633	3,302,168	
2. United States,	53,577,563	52,815,921	761,642	
3. Germany,	14,028,326	15,276,580		1,248,254
4. Canada,	13,319,147	12,722,219	596,928	
5. France,	9,362,492	8,509,371	853,121	
6. Australia,	6,316,505	5,363,428	953,077	
7. Spain,	5,428,315	4,302,793	1,125,522	
8. Argentine Republic,	3,928,061	5,460,485		1,532,424
9. Chile,	3,498,234	3,206,148	292,086	
10. All other Countries,	6,932,886	7,783,894		851,008
	183,234,330	178,981,472	7,884,544	3,631,686

The above figures show the increase of our exports in the year 1913 to have been, as compared with the year 1912, 4,252,858 cigars, but as compared with the year 1911, we are still about five million cigars below the total amount of that year.

Stock of Leaf Tobacco in first hands at Havana, upon January 1st, 1913,			50,000 bales.
Receipts from the country by rail and water, during the year 1913,			490,280 "
Receipts in bundles, packed here, from Semi Vuelta, estimated,			300 "
Receipts in bundles and bales, by carts, from Partido, estimated,			70,053 "
Total stock for sale in our warehouses,			610,633 "
Less sales reported in Havana during the year,	302,942 bales.		
Less tobacco sold direct by farmers to manufacturers and exporters, and not sold in Havana,	218,242 "	521,184	"
Stock for sale in first hands December 31st, 1913,		89,449	"

This stock on hand agrees, as per declarations of our leaf dealers.

Approximate Yield of the Tobacco Crop in the Island of Cuba in the Year 1913.

	Vuelta Abajo.	Semi Vuelta.	Partido.	Remedios.	Oriente.	Total Bales.
Receipts by rail and water at Havana,	258,956	31,867	16,858	174,729	7,870	490,280
Receipts by carts,		300	70,053			70,353
Estimated still in the country to arrive,	8,000	500	1,500	3,000	1,000	14,000
Shipped from outports,					4,000	4,000
Consumption estimated in the provinces of Santa Clara and Oriente,				12,000	9,000	21,000
Total,	266,956	32,667	88,411	189,729	21,870	599,633
Less receipts up to April 4, belonging to the 1912 crop,	5,821	574	352	756	591	8,094
Crop of 1913,	261,135	32,093	88,059	188,973	21,279	591,539

Comparison of the Crops of the last nine Years, in 1,000 bale lots.

	1905	1906	1907	1908	1909	1910	1911	1912	1913
Vuelta Abajo,	265	138	275	222	231	202	145	180	261
Semi Vuelta	25	13	26	25	29	25	12	23	32
Partido,	58	42	60	54	67	53	68	72	88
Remedios,	120	92	130	193	175	101	105	263	189
Oriente,	15	9	21	26	15	11	2	42	21
	483	294	512	520	517	392	332	580	591

**Through the courtesy of the trade journal "El Tabaco," of Havana, we have secured the following figures from its edition of January 10, 1914:*

F. Rodriguez Will Return Home

ELIPE RODRIGUEZ, head of the "Elite" factory, of Havana, will sail for home on the 17th instant, after a prolonged stay in New York.

Mr. Rodriguez arrived in New York early in December, intending to spend Christmas in New York and get back to Havana by December 31, but a sprained ankle has kept him North for several weeks longer than he planned. He states that the demand for "Elites" all over the world showed an excellent increase during 1913.

The "Elite" account in the United States and Canada is handled by Max Schatz, 82 Maiden Lane, New York.

John W. Merriam left New York on Monday last for a three weeks' trip, which will take him as far West as Chicago. He stated that the past year had been most satisfactory from a business standpoint, and that the continued run of orders since the holidays on "De Kalbs," "Henry Irving," "De Luxe," "Bull Dogs," and all their brands in fact had convinced them that 1914 held good prospects for the trade at large.

H. S. Collins Resigns from "United"

H. S. Collins has resigned as vice-president and director of the United Cigar Stores Company of America. Elliott Averett, who has been secretary for a number of years, succeeds Mr. Collins as vice-president. R. B. Wattley, auditor, succeeds Mr. Averett as secretary and also goes on the board of directors to fill the vacancy caused by Mr. Collins' resignation.

Mr. Collins has been an officer of the United Cigar Stores Company practically since its starrt. He is resigning from the United Cigar board in order to take up his active duties with the Riker & Hegeman Drug Company.

American Tobacco Company Offers to Drop Metropolitan.

The American Tobacco Company has voluntarily offered to cancel its contract with the Metropolitan Tobacco Company. This offer was made to those who are investigating tobacco conditions in New York City, particularly in so far as they apply to the Metropolitan concern.

An official of the American Tobacco Company has the following to say on the situation: "Whether or not the Metropolitan Tobacco Company acts as the exclusive jobber for the American Tobacco Company in New York City means nothing to us, and if the Department of Justice believes the general situation can be improved by our selling all jobbers in the district instead of having all business handled by the Metropolitan Company, we are willing to accede to the request. We have so notified the proper authorities, although we have not taken the matter up directly with Attorney-General McReynolds.

"If we did away with our Metropolitan contract, the American Tobacco Company would not suffer any loss. In fact, as the trade knows, we have been selling jobbers at a flat rate throughout the country since last May."

President Whelan in Sunny Italy

"Far away from the cold and snow," President Charles A. Whelan, of the United Cigar Stores Company, is enjoying the delights of a winter in Italy. Mr. Whelan sailed abroad with his family some weeks ago, and it is said that his stay will cover the remainder of our period of disagreeable weather.

During this present cold "snap" the majority of us would like to migrate to a nice warm climate.

An Exhibit Showing the Work of Cork Tipping, Hand-Rolling and Packing "Philip Morris" Cigarettes

Failure of Bernard Simpson

THE many friends of Bernard Simpson, the retail tobacconist, who has been in business at No. 99 Nassau Street for many years, regretted to learn on the 3rd instant, that he had been forced into bankruptcy.

His business has been going backward for some time, and the stand in the Hotel Victoria, which formerly showed a fine profit, has cost money to run for some months. Mr. Simpson also conducted the cigar stand in the Singer Building, but prohibitive rents shut out much profit.

Clarence S. Houghton has been named as receiver by the court with permission to continue the business for twenty days. The receiver estimates liabilities about $12,000, with assets of about $3500.

Bermuda Retail Shops

Visitors to Bermuda from the United States are agreeably surprised at the excellent cigar and tobacco shops which they find in Hamilton, the chief city.

The island being under British dominion does not levy the heavy taxes on tobacco which are so common elsewhere, and as a result fine cigars and cigarettes are easily obtained.

John A. P. Pitt & Company are probably the most important handlers in the island. Their main store is a handsome one, located on Front Street, and they carry a full line of the best Havana cigars—"Romeo y Julieta," "Upmanns," "Sol," and "Fernandez y Garcia," as well as special brands of their own make and Jamaica cigars. They feature the British Turkish cigarettes of Morich's, but handle American goods as well. This firm also have a branch shop in the Windsor Hotel.

The Smoke Shop is another very popular tobacco establishment and their stock is a splendidly assorted one also. They handle several Havana brands, and have built up a specially fine trade on their private brand of "Golofina" cigars, which are shown in a number of sizes.

Bankruptcy Petition Filed Against B. Alterman

A petition in bankruptcy has been filed against Benny Alterman, of 1643 Broadway, New York. Judge Mayer has appointed N. Howard Pinto receiver, under a bond of 700, with authority to carry on the business for ten days. Liabilities are $7000; with assets listed at $1500.

"56" President Convalescing

The many friends of Charles Drucklieb, president of the Cado Company, manufacturers of the famous "56" cigarettes, will be pleased to learn that he is slowly recovering from his recent illness and that he hopes to resume his duties about February 1.

H. Duys & Company Looking Forward

THE year just past has proven to be the most notable in the entire career of the long history of H. Duys & Company, the big Sumatra import house, of 170 Water Street, New York.

During 1913, the firm sold in the United States an aggregate lot of 6909 bales of Sumatra tobacco, which they believe constitutes a world's record for an annual distribution by one house. This tobacco was all bought directly at the inscriptions by Messrs. John and Henry Duys during their stays in Holland, and their customers uniformly pronounced the tobacco as fine as they had ever worked.

For the present new year, H. Duys & Company have set a high mark to reach, and when the record is complete they want the 8000-bale total passed. It may not be attained, but the ambition is there.

The firm have just engaged the services of S. W. Levine as an addition to their road force, and they now have three Levines, all busy in the distributing of Duys' Sumatra over their various territories.

Max Schatz Opens New Store

The success of his stand in the Severin Hotel, Indianapolis, has been so pronounced, and indicates the city as such an excellent market for high-grade cigars, that Max Schatz has opened a fine retail store in the business section of the city.

Mr. Schatz formally opened the new store on Saturday, January 10, and will remain in Indianapolis for two weeks till things are running smoothly.

"Elite" and "Sol" brands are featured in the imported goods, both of which lines Mr. Schatz controls in the United States and Canada.

President Lichtenstein Busy

President Julius Lichtenstein, of the American Sumatra Tobacco Company, has spent very little time at the beautiful new quarters of the company, 133 Water Street, since they took possession.

After several weeks in Quincy, inspecting the new crop, which is now ready for market, he hurried North, and during the past week has been up to the company's extensive plantations in Connecticut.

When it comes to American shade grown tobacco, the buyers can get a superb assortment grown either North or South at the American Sumatra Tobacco Company's headquarters.

"56" Cigarettes in Schulte Stores

Attesting to the continued demand for quality cigarettes it is announced that the Schulte chain of stores will stock "56" cigarettes, the rapidly-growing brand of the Cado Company, Incorporated. The high quality of "56" is making an impression on the smokers of high-grade cigarettes and it is not surprising to find that brand is growing in favor throughout the United States.

Cayey-Caguas Company's Good Report

PRESIDENT F. R. HOISINGTON, of the Cayey-Caguas Tobacco Company, expresses himself as profoundly gratified at the entire lack of order slump, which is generally expected after the holidays.

The first ten days of January showed a steady call for "Savaronas" in each day's mail, and the cigars which are coming up from Porto Rico have an amazing quality of richness and fragrance, in fact the new goods seem to set a brand new standard of quality and "Savarona" success has been absolutely built on this standard.

Secretary Carter, of the Porto Rican Insular Commission, who has been in New York during the past week, was a distinguished caller at the Cayey-Caguas Company's headquarters on last Friday, and he stated that every one in Porto Rico was proud of "Savaronas" as exemplifying what the island could produce in the line of fine cigars and tobacco.

"Saratoga" Has a Prominent List

Several well-known cigar men were among those listed on the "Saratoga's" manifest, which sailed for Havana last Saturday.

Included were Robert E. Lane, United States and Canadian representative of the "Partagas" factory, who was accompanied by G. A. Padron, his wife and son, of London. Mr. Padron is the European representative of the "Partagas" factory. Arthur Clubb, the Toronto cigar man, and Samuel Wasserman were also aboard.

Mr. Lane stated that he expected to be gone about three weeks.

Heywood, Strasser & Voigt in New Home

Heywood, Strasser & Voigt announce their removal to their beautiful new building at Twenty-sixth Street and Ninth Avenue, New York City. They were formerly located at 155 Leonard Street.

Sidney Rothschild, the popular tobacco commission merchant, of Havana, has been in New York for a week past, and will sail for Havana on Saturday, the 17th. Mr. Rothschild made a brief business trip through the West.

Successors to M. F. Schneider

Scheltema & Quanjer, importers of Sumatra and Java tobacco, at 4 Burling Slip, New York, have sent a neat announcement to the trade, calling attention to the fact that they are the successors to the firm of M. F. Schneider, of the same address.

J. B. Duke Rents Crewe House

Crewe House, in Curzon Street, London, England, one of the few detached residences in Mayfair, London's most fashionable district, has been rented to James B. Duke for six months, with an option to purchase.

The Earl of Crewe purchased this residence ten years ago, from Lord Walsingham, for $900,000.

Havana Letter

(Continued from Page 26)

Excepting a few of the large manufacturers the year has not been a satisfactory one for our cigar industry, as owing to the high prices paid for the raw material and the lower selling prices through the keen competition no money has been made in 1913. Unless we could increase our exports considerably the outlook for the year 1014 is by no means a promising one, as the question of making reciprocity treaties requires a far longer time than any difficult commercial or financial transaction, owing to the proverbial slowness of diplomats. The unsolved problem of the coming crop is also a momentary evil, although we shall know the final result, for the better or worse, a good deal sooner.

Don Pepin Rodriguez, of the Romeo y Julieta factory, arrived here on the 3rd inst. by the French liner "Espagne" in the best of health, and when we saw him he expressed himself as highly pleased with last year's result. Romeo y Julieta has gained fully ten per cent. in its output over the previous calendar year, and this was distributed over all countries. When we asked Don Pepin to what he attributed the wonderful success of his factory (ten years ago, when Rodriguez, Argüelles & Co. purchased the factory it had only an output of 4,000 cigars per day, while in the month of October last it produced 100,000 cigars daily) he stated that he ascribed the success chiefly to two causes, viz.: First, that the cigars were always uniform in quality; and, second, that they were true to the original customers that patronized them from the start, and would not listen to the advantageous offers made to them by other parties in the same territory, and that they intended to continue this policy in the future.

H. Upmann, Partagas, Henry Clay and Bock & Co., Ltd., Por Larrañaga, Sol, Castañeda and Fonseca, Flor del Fumar, Punch, La Flor de A. Fernandez Garcia, La Flor de Tomas Gutierrez, La Flor de José Otero, Belinda, El Rey del Mundo, Ramon Allones, Eden, Hoyo de Monterey and C. E. Beck & Co. are all working well, according to the season of the year, but had nothing of any particular interest to communicate this time.

Leaf Tobacco Notices.

Sobrinos de A. Gonzales closed the year well with sales amounting to 4,250 bales of all kinds of leaf.

S. Ruppin, the largest importer of Havana tobacco at New York, arrived here on the 21st ulto., accompanied by Mrs. Ruppin, and left for New York again on the 1st inst. We learned that he had purchased 2,134 bales of leaf, which with his previous purchases makes the total around 10,000 bales for the year 1913.

S. M. Wallach, of G. Falk & Brother, was a buyer of 1,105 bales of leaf.

Other sellers were: José Menendez, José C. Puente & Co., Muñiz Hermanos, I. Kaffenburgh & Sons, M. A. Suarez & Co., Gutierrez & Diehl and H. H. Strater.

Other buyers were: Maximilian Stern, S. I. Davis & Co., Wedeles Brothers, Cuesta, Rey & Co., Perlman Brothers, Romeo y Julieta, Allones, Ltd., Adolfo Moeller, Calixto Lopez & Co. and San Martin & Leon.

Shippers of above 200 bales of leaf tobacco from the port of Havana during the two weeks ending January 3, 1914:

Adolfo Moeller	3,026 bales
Leslie Pantin	1,900 "
Ernest Ellinger & Co.	686 "
V. Suarez	438 "
Rodriguez, Menendez & Co.	424 "
H. Upmann & Co.	355 "
Garcia & Co.	355 "
M. A. Suarez & Co.	262 "
Maximilian Stern	251 "

ORETANIV.

Young & Jaskowiak Dissolve Partnership

Young & Jaskowiak, of 645 Adams Street, La Salle, Ill., have dissolved partnership and Adam Jaskowaik has purchased Adam Young's interest in the business. The business has been carried on by this firm since the death of Joeph Klein, the former proprietor. The firm has enjoyed a liberal patronage and no doubt it will continue under the management of Mr. Jaskowiak.

75,000,000 Cigars Output of H. Fendrich Plant

During the year just passed the cigar factory of H. Fendrich, maker of the famous "Chas. Denby," turned out 75,000,000 cigars. During this period 1500 cigarmakers were employed.

Within the next two years it is said that the company intends to increase their output to 100,000,000 cigars. The new plant of the company admits of an increase of forty per cent. in capacity.

Los Angeles

Outlook Good for Prosperous Year—Holiday Business in Excess of 1912—"Little Barrett" in Great Demand—Burke Buys Stevens Store—"Reynaldos" Going Big

LOS ANGELES, CAL., January 8, 191 .

ONE of the most successful years in the history of Los Angeles cigar business, just came to a close; 1913 was a banner year for the wholesaler as well as retailer; 1914 bids well for a great amount of business judging by the way it is starting off.

The retailers are looking up to this year as being a prosperous year, for the reason that the exposition in San Diego and San Francisco will bring an enormous increase of population and consequently an increase in business, to Los Angeles. Los Angeles is being looked forward to all over the country as the Mecca of California.

Horace Gladstone (Bondy & Lederer) Pacific Coast representative, is one of the happiest men around town, as "Tom Keene," "Lawrence Barrett" and "Little Barrett" are all having a grand run at present. J. J. Gans Brothers, jobbers for the Bondy & Lederer Company lines, tendered their sales and office forces a banquet New Year's evening at the Bristol Cafe. Mr. Gladstone was toastmaster for the occasion. He outlines a campaign for the coming year. Each salesman received handsome gifts from the J. J. Gans Company for their brilliant efforts during the past year. "Lawrence Barrett," "Tom Keene" and "Naida" cigarettes were smoked profusely at the banquet.

J. B. Bonhaus, of Klauber-Wangenheim Company, left for Santa Barbara territory. Joe made a new resolution at the beginning of the year, to keep up to his former good work and to increase his sales above last year's sales. Up to date he bids fair to carry out this resolution to the dot.

R. W. Wittschen, representing Seidenberg & Company, spent a few days with us in looking over the ground in regard to placing the "El Roi-Tan" cigar with a good reliable jobber here. No doubt but what he will succeed in this as the cigar is a fine piece of goods.

Cameron C. Tran, manager of Haas-Baruch & Company's cigar department, reports "Lovera," De Luxe size, in great demand throughout this section.

After a most successful year's business, the Klingenstein Company are commencing to push their lines harder than ever. One would think a concern, after finishing one of its most successful business years, would slow down, but such is not the case with Klingenstein Company. They are working the "Cinco," "Webster" "American," "Y-B" and "Y-B Leaflet," all of which are excellently distributed throughout the state.

A. Mussatti y Gaudi Company, at 609 San Fernando Street, are having a good sale on the "Reynaldo" cigar, manufactured by Luckett, Luchs & Lipscomb Company, of Philadelphia, Pa.

Robert Gans is off again for the oil fields with an extra order book, as Bob writes orders in his sleep. While on this trip, Bob will endeavor, and no doubt succeed in preaching "Lawrence Barrett," "Tom Keene," "La Natividad" and "Little Barrett" to the trade.

Dealers handling the "El Dallo" cigar report a decidedly increased demand for this seller. "El Dallo" cigars are distributed by M. A. Newmark & Company, of Los Angeles, California.

J. J. Gans & Brothers, of Los Angeles, Cal., have placed an order with the Franklin Gertz Cigar Company, of San Francisco, Cal., for 500,000 "La Natividad" cigars, to be shipped as fast as the factory can get them made up. This sure speaks for the selling qualities of the "La Natividad" cigars, but the inner qualities of the cigar itself is spoken of in high terms by all smokers of "La Natividad."

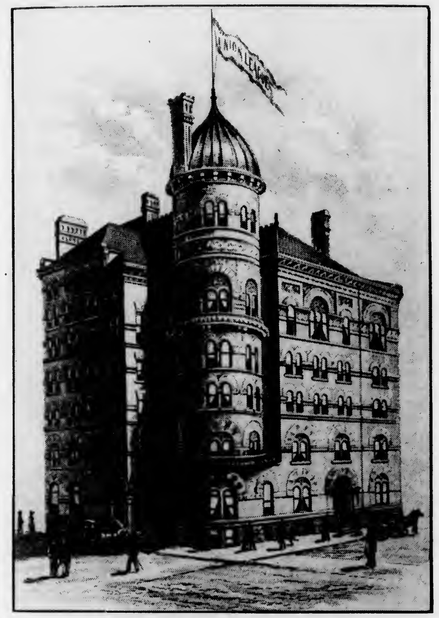
Morris Burke, representing Luckett, Luchs & Lipscomb Company, of Philadelphia, Pa., reports the "Reynaldo" cigar as having procured an everlasting grip on the smoker of high grade cigars and he feels secure in making the statement that inside of a month or so, this cigar will be at the head of them "all." Mr. Burke is sole distributor of this excellent piece of goods and it should go well in his hands. Morris also took over another cigar store just as the old year passed away. This store is located at Spring Street between Second and Third Streets. This store was formerly owned by Tom Stevens. Mr. Burke is getting it remodeled entirely and has gathered nothing but high class trade at this place since it changed hands. Business with him is of the best and he only hopes it will continue as in the past.

The "Picadura Import" cigar, manufactured by L. Newberger & Brothers, is making its way into the heart of smokers of good five-cent cigers. This cigar is handled here by Klauber, Wangenheim & Company and Morris Burke, representing L. Newberger & Brothers, states that this cigar is already leading the way to larger sales than any other nickel cigar on the market hereabouts.

ALKALI.

Owing to the sale of the building in which they have been located, the Willmers Brothers Cigar Company, of Dubuque, Ia., will be located at Fourth and Iowa Streets, that city, after February 1.

CLUBDOM SMOKING No. 8



THE UNION LEAGUE CLUB, CHICAGO
Showing the entrance at Jackson and Federal Streets

(This is the eighth of a series of sketches of the leading social clubs of the United States, paying particular attention to the cigar departments, purchasing agents and the favorite brands of each club.)

Articles in this series have appeared on the following clubs:

No. 1—Lambs' Club, New York.
No. 2—Union League, Philadelphia.
No. 3—City Club, Chicago.
No. 4—Olympic Club, San Francisco.
No. 5—The Pittsburgh Athletic Association.
No. 6—The Chicago Athletic Association.
No. 7—The Illinois Athletic Club, Chicago.

FIVE years ago, when William H. Taft came to Chicago to tell the common people that he ought to be elected President of the United States, he did not take the trouble to shout his message from the balconies of hotels and other public places. He had a much simpler plan. He spoke at the Union League Club. The common people heard the echo and William H. Taft went away from the city in high spirits. He knew that the Union League Club was convinced, and under his silk-lined waistcoat he had the assurance that nobody would spill the gravy in the approaching national convention, at least as far as Chicago was concerned.

What is the Union League Club? Turning to the charter of that organization the reader is informed that the club was organized in 1881 by certain leading business and professional men of Chicago for the purpose of "promoting clean politics in the interest of the nation at large." Thirty years, combined with the weakness of human nature, has resulted in a narrowing of this original aim, and the organization has taken on an avowed Republican hue. But it's a grand old club, at that. And a millionaire club to boot! Chicago has none more exclusive.

The club house is located at Jackson and Federal Streets, immediately south of the Federal Building. It is a massive brick structure, with the smoke and grime of the street clinging to the walls and gives but little idea to the spectator of the elaborate scale of the interior. The first tier of windows is more than ten feet above the level of the street. No street cars run on Jackson Boulevard, and the continuous procession of motor cars causes a subdued hum which is rather soothing than annoying. Down the street to the west looms out of the murk the massive silhouette of the Board of Trade, while the office buildings in the neighborhood are filled with grain firms. Away to the south lies the publishing district. It would be hard to find a location more in the heart of things and at the same time as free from metropolitan nuisances.

A black nabob in a blue uniform stands at attention at the door, to see that none but proper persons enter the club. To such he is the soul of politeness, and swings the portals wide at each approach. On entering about the first thing which greets the eye, after the initial general impression of money and aristocracy, is the cigar stand.

The Union League Club has four cigar stands located in various sections of the building, where they will be most convenient for members taken with a sudden desire to smoke. The main counter, where the most goods are sold, is on the first floor near the entrance, and is in the form of a shepherd's crook, with the tip of the handle against the south wall and the barb curving around and connecting with the west wall about thirty feet to the north. Three cases, placed rather high, make up the total display; one for fancy imported box goods, one for medium priced cigars, and one for cigarettes. Without a doubt the case which forms the barb of the shepherd's crook, and displays the fancy imported cigars, "Romeos," "Partagas," "Elites," "Upmann's," "Hoyos," "Punch," "Bocks," for sale by the box, is the acme of all that is most luxurious and aristocratic in smokedom, at least as far as Chicago is concerned. The prices attached to some of these goods are appalling to the man who thinks he is treating himself well when he buys two for a quarter cigars! The boxes, as well as the cigars all show the most exquisite workmanship, some of the former having such fancy edges that they look more like bon-bon boxes than containers for cigars. The case is not crowded, and each box has a neat little card announcing the price on the per hundred basis.

The long central portion of the crook is devoted to the sale of individual cigars, as opposed to sale by the box. Here also is displayed a high class of goods, the feature of which is "The League," as the private brand of the club is called. "The League" is offered in both panatella and perfecto sizes, as well as a number of intermediate shapes. The brand is popular with the members, as the name of the club upon the box is a guarantee to them that the quality will be right. The remainder of the cigars in the central case are high class in every respect, judging by the appearance and the price, but the brands are not familiar to the man who is accustomed to buying his cigars on the street. Every care is taken by those in charge to insure the condition of these cigars when they reach the hands of the smoker. The upper portion of the handle of the crook is devoted to the display of cigarettes. The feature of the cigarette display is also "The League" brand, which is offered in both the plain and cork-tip varieties, from the regulation size up to the gold-tipped banquet size. The boxes are placed in the case in a tasteful manner, with care that the space be not overcrowded. "Philip Morris," "Pall

(Continued on page 32.)

INTERNAL REVENUE COMMISSIONER DEVISES NEW BOOKKEEPING FORMS

Cigar and Cigarette Manufacturers to Make Monthly Returns in Revised Books—Extra Bookkeeping on Account of New Smoker Law

(Special to "The Tobacco World.")

WASHINGTON, D. C., January 14.

THE New Year was begun by Commissioner of Internal Revenue Osborn announcing to cigar and cigarette manufacturers a new form for bookkeeping, which is to be required of them in the future. During the interim of devising regulations for the collection of the income tax and the appointments of new internal revenue collectors, the Commissioner has found time to alter the form upon which is required a cigar manufacturer's monthly return, and to revise the bookkeeping so as to indicate the number of free smokers used in each plant.

Regarding the monthly return form, the commission issued the following notice to the collectors:

"Revised Form 72 of cigar manufacturers' monthly return, a supply of which is being sent each collector, should be used, if received in time for distribution to manufacturers, for making report for December, 1913, and exclusively by all manufacturers of cigars or cigarettes, commencing with return rendered by them for the month of January, 1914, and thereafter.

"The new form of monthly return is printed in two colors, white and light blue; the white sheets, part one are to be used by manufacturers of large cigars **exclusively**; blue sheets parts one and two, when little cigars or cigarettes are reported on hand or manufactured, and also when in addition, large cigars are manufactured or reported on hand.

"When two or more classes of cigars or cigarettes are manufactured, report of materials used, which is provided for in revised Form 73 of book to be kept by manufacturers of cigars and cigarettes, should be made on the last page of the monthly return.

"If the number of lines provided in revised Form 72 for reporting material purchased or removed under permit, is not sufficient, entries should be half-spaced or interlined, and then if the space is completely filled, additional sheets of Form 72 should be used."

Regarding the extra bookkeeping on account of the free smokers law, the following notice was issued to the collectors:

"Form 73 of book to be kept by manufacturers of cigars and cigarettes has been revised, providing new columns in which to report tax free cigars used for personal consumption and for experimental purposes, employees, etc., as prescribed in Regulations, T. D. 1875, under authority of the Act of February 10, 1913. Copies of revised Form 73 have been furnished upon request to publishers of these books and copies have also been sent to each Collector of Internal Revenue.

"Cigar manufacturers need not be required to purchase new Books 73 until their present books have been filled if they are keeping, in addition to the other requirements of the law, proper record therein in accordance with T. D. 1875 and no trouble is experienced by collectors or their deputies from manufacturers making abstracts therefrom on latest revised Form 72 of cigar manufacturers' monthly return. Otherwise, the use of revised Book 73 shall be required immediately."

V. GILMORE IDEN.

CLUBDOM SMOKING No. 8

(Continued from page 31.)

Mall," "56," "Melachrinos," are also conspicuous. In fact, it might be said that the main features of the entire display are dignity and simplicity. If a member wishes to buy, the goods are so arranged that he need not long remain in the dark as to what he wants.

The three other stands throughout the club house are conducted on the same general plan as the one described. Next in importance to the main stand in the lobby is the one at the entrance to the dining room. From this stand the orders of members seated in the various dining rooms are filled. In addition to the main grill room there are twelve other dining rooms, which are busy with parties of one kind or another every hour of the day or night. The total amount of the goods bought from this stand is almost as great as that of the main stand. The third stand is on the third floor, near one of the lounging rooms, and is maintained for the convenience of servants, who would otherwise be compelled to take the elevator downstairs to fill orders. The fourth stand is on the fifth floor, and supplies the wants of members in the bar and billiard rooms. Thus it will be seen that the wants of the smoker are well looked after in this club, since he need not travel far in any direction to get the best which money can buy in this line. Uniformed servants, white, are ever ready to obey the slightest wish and will bring cigars or cigarettes in short order if the smoker desires to secure them by this route. They are served on silver trays, in the usual small glasses, with matches and a world of politeness.

The northeast corner of the main floor of the club is fitted out as a lounging room, and is one of the most luxurious to be found in the city. The furniture is mahogany with black upholstering, while rare old paintings cover the walls. The feet sink into the thick carpet without sound. Three fireplaces, built on the old-fashioned plan, make the place more cosy. Groups of men sit around smoking and conversing in low tones. Most of them have gray hair, for the cost of belonging to this exclusive club precludes the idea of any being able to belong except those who have well won the battle of life.

The remainder of the main floor is devoted to general purposes. There is a writing room and a check room, as well as the elevators, of which there are several.

The upper rooms are devoted to the various purposes of club life, including pool, billiards, grill, society and dance and dormitory. Many of the famous business and professional men of the country are members, and in Chicago there are few big business and professional men who do not belong. These men by the dozen may be found here at all hours of the day and night, in a state of relaxation from business. What is going on in those little rooms, containing the little parties of six or ten iron gray men? Is the price of prunes for next year being decided upon, or is it the real election of the next governor of the state? Or is it merely a little party, away from the vulgar crowd and scandal-hunting newspaper men? Or is it both? It may be any of these things in the Union League Club, where the men of might congregate.

And after each session the blue smoke of fragrant cigars hangs over the scene like a battle-cloud. The servants clear away the debris, which includes many black snipes, with the ends savagely chewed. They have assisted in the solution of the problem and in the restoration of harmony. Without them, indeed, it is doubtful if anything could ever be decided, even at the Union League Club.

G. W. WHITCOMB.

San Francisco

Business Above Average—Charles Mattheas & Company Incorporates—New Year Brings Many Changes.

SAN FRANCISCO, January 5, 1914.

THE first week of the first month of the new year has proven a good one for the San Francisco trade. The old year closed with a heavy rainfall all over California; and these were followed with some of the Pacific Coast's finest warm sunny winter weather. San Francisco dealers report that the smokers have been out in force, and that the business since the new year opened has been a good bit above the average for the last months of the old year. Manufacturers' representatives and the traveling men of the local real estate houses are either on the road again or getting their samples ready for an early start. The good agricultural prospects and the easing up in money matters have cheered up the situation materially from the wholesalers' point of view, and the general belief is that 1914 will show up well ahead of last year in total volume of business.

The announcements of the new year are mostly favorable. One or two dealers have gone out of business and a few others may follow; but in general the number of new stores opening and of improvements and enlargements to old ones far outnumber the changes in the other direction. A new store has been opened in the Waldorf Cafe, and the announcement is made that the same people are shortly to open their third store in a new building now in process of construction in the same general neighborhood. J. A. Levien, a well known cigar man, has also started the new year by opening two new stands, one in the Lick Building on Montgomery Street and the other at 834 Market Street. The latter, which is one of the most centrally located stands in the city, was bought of Bouquet & Cohn, chain store men of this city.

Cigar men from the San Joaquin Valley report that the rains and the generally prosperous condition there are having their effect on the cigar trade. In Stockton, the chief center in the northern end of the valley, the Stockton Wine and Liquor Co. has opened a cigar department with the new year. A general line of popular brands is carried. Maurice Katz and J. A. Donovan, two cigar dealers from Fresno who have been visiting in San Francisco, report that the San Joaquin Valley has been put in excellent shape by the early winter rains, and that the outlook for the new year in that locality could hardly be better.

Improvements are the order of the day at the Merchants' Exchange cigar stand. Irving Pollak, the proprietor, has had a good season and is making some desirable changes to meet the needs of the **increasing trade.**

Walter Nelson, formerly in charge of the New Mexico Cigar Co.'s cigar store at Albuquerque, N. M., has removed to Silver City in the same state, where he has bought out the interest of J. Brent in a cigar store and has taken control of the business.

E. C. Hull, a manufacturers' representative with offices in the M. A. Gunst & Co. building at the corner of California and Front Streets, San Francisco, has returned from his six months' trip over his northern territory in the interest of the Theobald & Oppenheimer Co., the Sola Cigar Co., Salvador Rodriguez and other lines. He reports a good business everywhere and a splendid trade in some sections. He covered the country as far east as Montana. Mr. Hull has an extensive ranch in Idaho, and spent some little time there on his way out.

Tillmann & Bendel, wholesale grocers, cigar and tobacco dealers of this city, treated their entire force to the usual Christmas banquet at the Red Room of the Palace Hotel in this city on the evening of December 24th. President Tillmann, beside acting as toastmaster, made a well-timed talk to the gathering. Stereopticon views of the 1915 Exposition were given.

Henry Loverich, outside salesman for S. Bachman & Co., covering the San Joaquin Valley run, finished up his last trip of the season shortly before Christmas, and has been taking things easy in this city since that date. He had a good season's business. E. O. Regensburg, who represents the Bachman interests in the district about San Francisco Bay to the north and east, also finished up the year's business in good shape. He has been in town for the last few days.

C. W. McCormick, Coast representative of Y. Pendas & Alvarez, left for a visit to the factory just before Christmas. Before he went he completed a deal for the California distribution of the "Webster" line of cigars, which will hereafter be wholesaled in this section by H. L. Judell & Co., a well known jobbing house of this city.

The suit of Henry W. Peabody & Co., importers of Manila cigars, against the Edward Wolf Co., wholesalers of this city, which arose out of the refusal of the latter company to receive a large importation of Manila cigars, has been compromised; and it is understood that both parties are glad to have the matter settled and out of the way.

E. B. Gaze, traveling representative of the "Integridad" line of cigars, is here this week visiting the local trade and sizing up the situation. He came down from Portland, Ore., and other points in the North, where he found the dealers very hopeful as to the future. From San Francisco he leaves for Montana, where it is reported that something like a boom is under way in business affairs.

Chas. Mattheas & Co., jobbers of cigars and distributors of the American line of E. Regensburg & Co., have incorporated their business. The old name is continued and business will be conducted as heretofore. The capital stock of the new corporation is $100,000; and a portion of this has, it is said, been distributed to some of the old time employes of the house.

J. N. Wilson, one of the cigar men of Sacramento, Cal., came down a few days ago and spent a few days with the local trade.

Santa Claus was very good to two of the coming men at the M. A. Gunst & Co. headquarters at California and Front Streets. Dave Byrnes has been made resident salesman for the company, a new position just created for the better care of visiting buyers. I. H. Carlson, who has been associated with Mr. Byrnes in the wholesale end of the business, has now been made wholesale manager. M. A. Gunst & Co. closed the year with a splendid business at all the stores. The box trade in the last month of the year was about the largest on record. The company has opened up a new store or two and is planning still further extensions. The new store at Sutter and Market has made a good showing to date.

Morgan Gunst, of M. A. Gunst & Co., has left for a trip to Honolulu, T. H., for a short stay.

ALLEN.

Cleveland

Looking for a Big Year—Western Salesman Off for Territory With New Lines of "Saramintas"—Retail Stores Show Increase in Business During 1913

CLEVELAND, O., January 10, 1914.

THE trade enjoyed one of the best seasons in recent years, having disposed of practically all of their holiday stock and a great many of them were seeking more merchandise at the last minute, not having contemplated as big a business as they received.

The new year has opened up wonderfully well after the cry of "hard times" and all of them look forward to a big year.

Manufacturers have started their men on the road and are already receiving many nice orders, showing that conditions all through the country are exceedingly bright.

Nate Seidman has opened up at 506 Superior Avenue, N. W. This store was formerly occupied by the Joseph T. Snyder Cigar Store Company and was given up, due to the fact that their lease expired on same.

A new store is being opened by the Unger Brothers, between Louis Klein Cigar Company and Gluckman's Cigar Store, on lower Superior Street. They will have a complete line of cigars, tobacco and smokers' articles, along with the pool and billiard hall and barber shop. This makes three cigar stores door to door in this section.

J. C. Leverence, of the Shields-Wertheim Company, has left for the West with his new line of "La Saramitas" and "Saramita Fives" in all sizes. Bert Smith, of the above-mentioned firm, is also on the job and has already sent in a big bunch of business for an opening. The city men, W. C. Blaschky and L. P. Shields, are both hard at it in the city.

Joe Loveman, of Joe Loveman Cigar Company, reports business as exceedingly good and has enjoyed a big holiday business. Things are opening up for him already this year.

Stace & Vincent Cigar Company, operating stores at Fifty-seventh and Euclid Streets, and also at One Hundred and Fifth and Euclid Streets, did an enormous business for the first year in the retail field. These boys have put out a new cigar namely, the "Percy Haswell," which is going like a "world-beater." They also carry "Sonodas," of Eibold, of Cincinnati; and "Saramitas" and "Saramita Fives," of the Shields-Wertheim Company, this city.

Fred G. Golmer Cigar Company, operating stores in the Rathskeller and two in the Arcade, did an enormous holiday business and this year shows a big increase over the year previous. They handle a big line of Clear Havana stuff and also an exceedingly fine line of domestic cigars. In Clear Havana stuff they handle "El Modelos," "Samelos," "Julia Marlowes" and "Websters." In domestic cigars, they handle "Saramitas," and "Pastoras."

Morris Glucksman, operating stands in the "Leader-News" Building, and one in the Star Theatre Building, claims that his trade shows a wonderful increase over last year, and he has no complaints to make over any of his holiday business, for he cleaned out practically everything he had.

Mr. Jandorf, of Kaiser & Bosberg, was in town the past week and pulled out a nice lot of business in this section.

Grover Mendelsohn, of the Mendelsohn Company, has just returned from New York City, where he spent the holidays with his folks. He is back on the job now after having had a very pleasant vacation. This concern did an enormous business the past year and their outlook for the present year is very bright. Their brands are "Rigolettos," "Decisions" and "El Symphony," and are universal sellers.

George Scrambling, of the George Scrambling Cigar Company, reports business as exceedingly good. They are putting forth their best efforts behind the "New Owl," which is a hand-made cigar. "Bank Notes," "Abby," "Duquesne," "Boquet," and also "Osmundos." The indications are for a big business this season.

JERRY.

Chicago

Chicago Friends Surprised at John Dee's Resignation—La Vello Cigar Company to Seek Eastern Market—Former Cigar Distributor Now Chairman of State Utilities Commission—Figures Prove 1913 Banner Year

CHICAGO, ILL., January 10, 1914.

REPORTS that the cigar and tobacco business has been anything but good during the past two weeks are grounded upon unwarranted pessimism. In fact, the inventories which are being taken in all lines at the present time are disclosing the fact that the business transacted during the past year was excellent. Collections have been uniformly good and the money for goods has been in the treasure chest not many days after the sale was made. It is not always large amounts of business which spell prosperity. In fact, any number of concerns go to the wall which have been doing an extensive business for a long period. It is when a great amount of business is done without the immediate return of the value represented that a concern in many cases goes to the wall, and goes hard. Of course, when a large amount of business can be transacted and the money for the same brought back into the house within a reasonable period, then it is that conditions can be called excellent in the real sense.

Speaking of inventory, the writer has in mind the large cigar and leaf jobbing houses. It is upon them alone that the eye need be turned when information is desired concerning the condition of the trade. They are at once the bankers and the barometers of the trade. If collections have been good with them you can be pretty certain that the small cigar dealer and the "buckeye" out in the country are doing the business, too. The inventories which the writer has watched thus far have demonstrated in a clear manner that the past year has been a banner one both from the standpoint of collections and amount of business transacted. Everything is well—hustling—booming! The band of progress is making such a noise on the lake front that a growler could not be heard even if he chose to express his opinion. The coming year must be viewed through rose-tinted spectacles, so far as the cigar and tobacco business in this city and vicinity is concerned.

Coming down to the news of the past two weeks, it might be remarked that Cupid has been dodging around among local cigar and tobacco men during that period with all the glee of a gum-shoe politician. He has claimed two victims. George S. Brown, son of Jonas S. Brown, the well-known tobacco broker, has married Miss Amy Jacobson. The wedding was held in the Hotel Metropole, and was a brilliant affair. Mr. Brown is in the insurance business, but is prominent among the cigar and tobacco boys here, owing to the interest which he has always taken in his father's business. Thomas N. Mullen, who formerly traveled for a number of local leaf houses, married Miss Cynthia Strunk, of Elgin, Ill. Mr. Mullen is now in the hide and leather business. He is a member of the famous Kentucky family of that name and has a number of close relatives in the tobacco business in Louisville and vicinity.

John T. Dee, secretary of the Theobald & Oppenheimer Co., of Philadelphia, has given his many friends among the trade in Chicago a surprise by resigning while still in his prime as an executive of one of the largest cigar houses in the country. Mr. Dee "got his start" here in Chicago, having been born here on the North Side and having worked for a number of Chicago concerns before going to the East. It is the understanding of Mr. Dee's Chicago friends that he tendered his resignation because, having made his "pile," he wished to spend the remainder of his life in seeing something of the world and in much needed rest.

The La Vello Cigar Co., which makes the famous "Lady Abbey" cigar, has been taking inventory during the past few days. They have received a number of letters from eastern concerns which wish to act as distributors for their goods. They have already made remarkable progress in pushing the sale of their cigars into the East and are planning on a still more vigorous campaign in that territory during the coming year.

James E. Quan, who was for many years with W. J. Quan & Co., wholesale grocers of this city, has been appointed chairman of the new State Utilities Commission by Governor Dunne. Mr. Quan was the first member of the commission to be appointed by the Governor. The firm of W. J. Quan & Co. is one of the oldest in the city of Chicago and in the old days was one of the largest distributors of cigars in this territory. Mr. Quan's new position carries a salary of $10,000 a year and considerable prestige. One of the first acts of the new commission was to investigate a street car accident in this city which injured a score of passengers.

Lee Baker, a former tobacco buyer for Steele-Wedeles Co., wholesale grocers of this city, was in town the other day calling on old friends and business acquaintances. He is now a division salesman for the American Tobacco Co., stationed in Milwaukee.

The Oppenheimer Cigar Co. is pushing "Savage Havana" cigars, made by the Cortez Cigar Co. This is a fine piece of goods and is one of the leaders of the company, which enjoys a large distribution in this territory.

The Germania Catering Co. has opened a buffet and restaurant at Fifth Avenue and Washington Street, and has installed a full line of all the popular brands of cigars.

"The Nikko" is the name of a new white light cafe on Wabash Avenue, which is conducted entirely by Japanese. The interior of this place is a bower of beauty and must have cost many thousands of dollars. Paintings of Japanese scenes cover the walls and the screens and the entire room is so full of potted plants that it seems like a garden. Above is a balcony where guests may not go unless they are accompanied by ladies. At one end of the room is a stage on which appears the best cabaret entertainers that money can hire. The writer asked for "any good two-for-a-quarter cigar" and was brought a "Ben Bey," new Cuban size, made by Grommes & Elston, whose factory is located on the West Side of this city. This shows that the place is on the square, anyway.

Chicago manufactured during the year 1913 cigars, tobacco and snuff valued at $25,300,000, which represents an increase of more than $2,000,000 over the year 1912. This backs up the claim made by the writer in the beginning of this letter that the past year had been a banner year in the history of the trade in this city. The wholesale trade was $00,375,000, about $3,000,000 more than in the year 1912. These figures are authentic, having been collected by newspaper bureaus which has a reputation beyond reproach.

Aaron Straus, president of Celestino Vega & Co., to South Wabash Avenue, manufacturers and distributors of "La Vega" cigars, will leave the latter part of the month for a trip to the factory at Tampa, Fla. He is much interested in the enlargement of the factory at that point, as the increase of orders which marked the close of the old year showed that it was high time for the expansion of manufacturing facilities.

The Wellington Hotel, famous as the last retreat of bachelors, is to be torn down in 1915, and the ground which it covers at Wabash Avenue and Jackson Boulevard taken over by Lyon & Healy, the large music house, which will erect a modern building on the site.

Deaths of prominent men in the trade during the month include that of Michael Ullrich, of the firm of Grommes & Ullrich, who died at his home in Santa Barbara, Cal. He was 75 years old. From a German peasant boy to the rich member of a large firm is a far cry, but that is the tale which Mr. Ullrich leaves behind. He came to this country in the early fifties and settled in Chicago. He founded the firm of Grommes & Ullrich. About fifteen years ago, because of poor health, he retired from business and went to live in the West. He still retained his interest in the firm, however. He was a man of cultivated taste, which his great wealth permitted him to indulge as he willed. He had collected a magnificent library covering many fields and a number of valuable art works.

The National Cigar Co., located in the First National Bank Building, is pushing pipes by a large window display.

C. Jevne & Co., the large retail grocers in the loop district, are making a drive on H. Upmann cigars imported direct from Cuba.

T. W. Clayton, head of the buying department of the local organization of the United Cigar Stores Co., has resigned his position to engage in the cigar brokerage business. Mr. Clayton has a genial disposition and a sound business experience which should contribute to make his new venture a success.

Alexander D. Hannah is another prominent man connected with the cigar trade of the early days who has passed away during the past month. He was a member of the original liquor and cigar firm of Hannah & Hogg, which still exists, although both Mr. Hannah and Mr. Hogg sold out their interest many years ago to engage in running the Brevoort Hotel in West Madison Street, near Clark. Mr. Hannah came from Scotland and first went to a far western town, where he became a dry goods clerk. He thought that this was too tame, however, and came to Chicago where he became a liquor and cigar salesman.

The lid remains down on the "26" dice game in this city and from reports which are coming in from other cities in the state it seems that it is only a matter of time until the game will be routed in them also. The city of Aurora, which lies a few miles out in the corn-fields, and apes Chicago as far as its size will permit, has decided that the game is non grata in that place, and is making a fight to prevent the local cigar, saloon and candy dealers from operating the same. Nothing more desperate than "Indian" dice is permitted in the cigar stores of Chicago at the present time.

Word is going around that two or more cigar factories in this city will be bonded in the near future. It is not even known which factories these are, and it is not probable that a definite decision has been reached.

William D. Rosenberger, head of the Chicago Box Co. had the misfortune to suffer a great loss last week in the death of his mother. The sympathy of the trade is extended to him in his bereavement.

Tom Branyan, of Jose Escalante & Co., leaves on a western trip in a few days. He has finished the work of rounding up the odds and ends of one of the biggest years he has had since he went with the firm.

G. W. WHITCOMB.

New Home for Edwards & Kildow

The Edwards & Kildow stogie factory, at Alexandria, Ind., has been closed during the holidays, during which preparations have been made for the business to occupy a more commodious home. Business has grown so rapidly that the firm found itself cramped in the present location and they will soon occupy a larger plant on the other side of the street.

Ninth District Notes

Dallastown—The large cigar factory building on West Maple Street, for many years operated by E. S. Sechrist, has been sold to D. A. Gallagher & Son, who will in the future conduct the factory. It is understood that the new owners will devote their attention almost exclusively to the manufacture of stogies.

East Prospect—With a large number of 1914 orders on hand, the cigar factory of J. W. Gohn reopened immediately after the holidays. The business outlook for the firm is bright and they anticipate a record year.

Wrightsville—Shindler Brothers, of York, have arranged to open a cigar factory in the property at Front and Maple Streets. A large part of the equipment has already been installed and the plant will soon be in operation.

Dallastown—The recent heavy snow caved in the roof of the large tobacco warehouse and packing department owned by Edward Noll. The building was well filled with tobacco and cigars and the damage will amount to several hundred dollars.

Bair's Station—H. F. Kohler, Register of Wills of York County, will shortly remove his cigar factory at York, to this place, where he has recently had a three-story brick factory constructed. The building is equipped with an elevator and all the latest appliances for modern cigarmaking. In full operation the plant will employ 100 hands. It will be managed by Mr. Kohler and his son, Norman Kohler.

Wrightsville—W. H. Raab & Son, of Dallastown, will open a cigar factory in the Detwiler Building, corner of Second and Hellam Streets. William U. Carr, of this place, will have charge of the new factory.

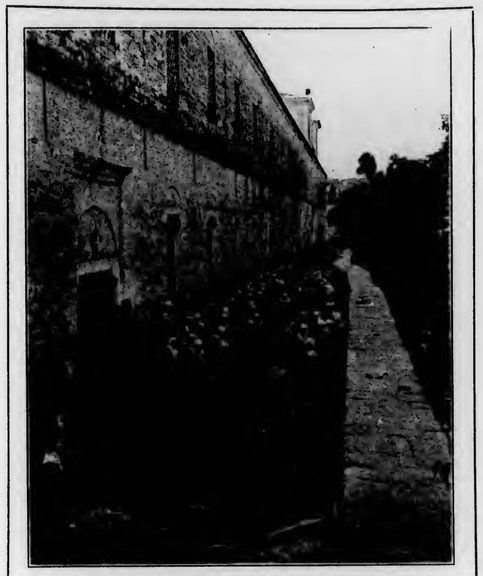
East Prospect—The large factory of the East Prospect Cigar Company is nearing completion and it is expected that it will be ready for occupancy in a few weeks. It will be modern throughout, steam heated, and will be equipped with an elevator. The factory which the company is now using will be occupied by H. L. Doll, who will give employment to a large number of hands.

Dallastown—More than 200 employees of the Merchants' Cigar Box Company were recently dined at their annual banquet given in the factory recently. Henry Sprenkle, factory manager, had the affair in charge. The year 1913 is reported to have been a most successful one for the company.

East Prospect—A. F. Burg has recently received a large consignment of tobacco purchased in Lancaster County. He reports his business as coming fine, and intends to increase the number of hands in the coming year.

The John C. Herman cigar factory, at Manchester, Pa., is steadily gaining new hands. The firm has thirty hands employed and manufactures 5000 cigars daily, or an output of three cases a week.

Increasing business has necessitated Moses Hendel, of Red Lion, Pa., enlarging his cigar factory to enable him to employ more hands and thus fill his accumulating cigar orders.



Showing a Type of Labor Used for Manipulation of Turkish Tobacco in Cavalla.

Italian Regie Boosts Tobacco Prices

As a New Year's gift to the smoking citizens of Italy, the government Regie announced new and advanced prices on all grades of tobacco, cigars and cigarettes. The increased figures should yield about $1,000,000 more revenue during the present year, and also result in making some terrible cigars a bit more terrific in quality.

Mexico Raises Tax on Imported Cigarettes

A presidential decree of Mexico, dated November 19, with effect from December 1, provides for an increase of the revenue taxes on tobacco manufactures, etc. The stamp tax on imported cigarettes has been increased from 3.50 pesos to 4.70 pesos (a peso is equal to $0.498) per 100 packages weighing not more than 25 grams (0.88 ounce) each. On cigarettes and cheroots of Mexican manufacture the rate is increased from 1.50 pesos to 2. pesos per 100 packages of equal weight.

Havana Cigar Company Incorporates

The Havana Cigar Company has incorporated in Halifax, Nova Scotia, with an authorized capital of $5000. They have incorporated to deal in and manufacture cigars, tobacco, etc., with power to amalgamate with another company, and to acquire real estate, buildings, etc.

Interested parties are mentioned as Moise D. Belleveau, Robert A. Stuart and John McLaughlin, of Church Point, Digby.

Fred Metzger, of Quincy, Ill., who for many years has conducted a cigar store in that place, has decided to sell his business. It is said that Walter Levi and Carl Steinwedell are the successors. It is rumored that Mr. Metzger will erect a cigar factory on his property at 528 Spring Street.

Detroit

Cigar Trade Will Feel Effect of Ford Company's Distribution of $10,000,000—Business Holds Up Well After Holidays—Scotten-Dillon President Injured—Wayne Cigar Company Has Good Year

DETROIT, MICH., January 7, 1914.

THE biggest "news story" occurring in Detroit for sometime broke on Monday, when one of the largest automobile factories in the city announced that starting with January 12th they would increase the number of employes to 25,000 men and that the minimum wage would be five dollars per day. Someone will say, what has that to do with the retail cigar business? The answer is, everything. Can you imagine what it is going to mean to have 25,000 men earning no less than thirty dollars per week? Not only will these men live better, but they will want the luxuries of life and they will smoke oftener and better cigars because they will be able to afford it. In addition to this scale of wages, the company announces that each employe will share in the profits, which are estimated at $10,000,000 for 1914.

Retail dealers expected that business would fall off to almost nothing after the holidays, but fortunately it has been holding up quite satisfactorily. Compared with a year ago, sales are considerably better, and the outlook at this time is exceedingly good. As a matter of fact, you never saw a more optimistic lot of dealers as exist right here in the city of Detroit. Ask any of them about business and they'll all tell you "it's great." Discounting fifty per cent. would still leave business "good," which is more than can be said of most large cities.

The new factory of the Banner Cigar Manufacturing Co. will be located on East Warren Avenue, near Mitchell, work on which will start during the current month.

George Dunham has opened a cigar store and restaurant in Alto, Mich.

Carl W. Hyde succeeds Hyde & Porter in the cigar business in Rockford, Mich.

Edward Way, of Marshall, Mich., president of the Scotten-Dillon Tobacco Co., of Detroit, may lose the use of his arm as the result of a recent accident. Mr. Way slipped on the ice and in falling fractured his arm. The bone was improperly set, and when surgeons prepared to break and reset they found the bone shattered where it enters the shoulder joint. It was declared necessary to remove the upper part of the bone, making the joint useless. Surgeons now in attendance upon Mr. Way hope to be able to save his arm.

The Detroit Hotel Men's Association held their annual meeting this week, which resulted in the following election of officers for the ensuing year: President, George Fulwell, Normandie Hotel; vice-president, Robert B. Stirling, St. Clair Hotel; secretary, Rena G. Hoag, Charlevoix Hotel; treasurer, Harry L. Zeese, Cadillac Hotel; executive board, George H. Woolley, Ponchartrain; A. J. Hayes, Wayne; W. B. Morgan, Morgan; James Burns, of the Burns, and Charles Clements, of the Metropole Hotel.

Ray Stewart, formerly employed as captain on the Great Lakes, has accepted a position with the wholesale firm of Waltzer & LaPointe, of Mt. Clemens, Mich. Archie LaPointe, of this firm, left immediately after the first of January for Florida and other southern points. The entire trip will be made by day, stops being made at the various stations to spend the nights. Mr. LaPointe expects to be back about the first of February.

Several arrests have been made in connection with the robbery of the cigar stand of Reuben Gough in the Vehicle Workers' Club building in Flint, Mich., which took place Christmas night. More than $300 was taken from a drawer in the cigar stand directly beneath the cash register.

A campaign is again being conducted against the operation of "books" in cigar stores and other places owing to the large number of complaints made recently by young boys who have been losing all their week's wages in an attempt to "beat" them. The police department have been given strict instructions to arrest the proprietor of any cigar store permitting such gambling.

In Ann Arbor a campaign is being waged against raffle cards in cigar stores, and as a result all of the dealers have abandoned them.

On account of fire destroying the old Michigan Central depot at the foot of Third Street it was necessary to utilize the new depot on Sixteenth street earlier than was expected. This new structure, which is now being used for all incoming and outgoing trains on the Michigan Central lines, is without a doubt one of the best in this country; in fact, it stands with such depots as the New York Central and Pennsylvania in New York City and the magnificent depot in Washington, D. C. The cigar privileges in the depot are in the hands of the Union News Company of Chicago. The cigar stand is located directly across the drug store.

Charles Spietz and Albert Worch, proprietors of the Wayne Cigar Co., closed their first year under this style on December 28th. That it was a successful and prosperous year is proven by the fact that every available inch of their four story factory is used for some purpose, and that plans are in progress for making further extensions in the spring. Messrs. Spietz and Worch returned January 7th from New York City, where they spent Christmas and New Year's. Mr. Worch just completed a six weeks' business trip, taking him as far West as the Pacific Coast and as far East as New York City.

Still another cigar factory is to be added to the large number already established here, to be called "The City of the Straits Cigar Manufacturing Co." The capital stock to begin with is $50,000.

Carl Schultz, eighty years old, who retired fifteen years ago, previous to which time he operated a small cigar manufacturing business in the rear of his home at 149 Elmwood Avenue, passed away on December 31st.

The new manager of the Wolverine Automobile Club is "Pop" Harrison, former manager of the Tuller Hotel, and who also managed the Rushmere Club and the Detroit Boat Club.

The Soper Segar Store has been having a very nice display of "Lozano" cigars for the past week. This brand has been proving a big favorite in Detroit, not only at the Soper store, but also at the cigar department of the Hotel Ponchartrain and O'Brien & Co. An order for 5,000 "Lozano" cigars was placed by the Ponchartrain right after the first of the year.

Needless to add that the "Webster," "Partagas," "Romeo and Juliet" and Henry Clay and Bock & Co. cigars are all more than holding their own. This last named brand, by the way, was a tremendous seller in Detroit for the holidays, sales being one hundred per cent. ahead of the previous year.

At the annual banquet of the Detroit Real Estate Board at the Hotel Ponchartrain on January 7th, Charles LaFond, well known retailer, rendered several vocal numbers and made such a hit that encore after encore was demanded until Charlie found that he had used up his entire repertoire.

Detroit friends of Mort Hammer and Hi Hammer, salesmen for Corral, Wodiska & Co., are in receipt of souvenir postal cards from Tampa, Fla., which would indicate that these two live-wires are making a trip through the factory to get better posted on how the "Lucius" and "Julia Marlowe" cigars are made. The next time the Hammers get to town, no doubt we will be hearing all about the number of cigarmakers employed by the above firm and every method of manufacture used in the making of these brands.

Frank Roemer, city salesman for the Lee & Cady cigar department, has been confined to his bed since the first of the year with an attack of the grippe. He expects, however, to get back on the job by the end of this week.

Robinson's cigar store on West Grand River has been making a very elegant display in his window of "New Bachelor" cigars, using the new advertising cards which are unusually attractive. The "New Bachelor" is very popular at the Robinson stores as well as the Hotel Metropole, to say nothing of the many hundreds of other places throughout the city.

Frank H. Conant, president of the Michigan Cigar Box Co., of Detroit, died on January 1st from pneumonia, with which he had been ill for ten days. Mr. Conant was president of the Wholesalers' and Manufacturers' Association when that body affiliated with the Board of Commerce. He was a member of all the leading clubs and civic organizations and was one of the most prominent men in the city. A widow survives him. He was also chairman of the committee which had in charge the Cadillaqua celebration several years ago.

John H. Brown, who was one of the pioneers in the cigar industry of Detroit, at one time president of the Brown Brothers' Cigar Co., which was later taken over by the American Cigar Co., died on January 5th, aged sixty-five years. For the past fifteen years Mr. Brown had been retired from all active business. He was born in Bellefontain, O., and moved to Detroit when a comparatively young man and almost immediately engaged in the cigar business. His wife died about fifteen years ago. Four sons survive him.

Internal Revenue Officer McLeod of the First District of Michigan is still conducting an active campaign for the Gubernatorial nomination. He recently returned from a trip through the western part of the state, where he found many warm supporters.

The new Hotel Mehrtens in Grand Rapids is now ready for business, the active management being in the hands of Messrs. C. H. Mehrtens and C. M. Luce, proprietors. Mr. Mehrtens was formerly connected with the Crathmore in that city. The structure contains one hundred rooms, and is absolutely fireproof.

The opening in December of the A. R. Moeller drug store in Saginaw, which was purchased by W. H. Friers, was a most auspicious one. A five-piece orchestra furnished music all day and evening for the occasion. As souvenirs and remembrances of the day, Mr. Friers gave each lady carnations, the children postcards and toys, while the men got cigars and match boxes. For this he used fourteen boxes of ten-cent cigars. He also gave each gentleman a ticket with each purchase that entitled him to a chance on a four dollar box of cigars. The store was crowded from early morning until late at night and South Saginaw never saw such a busy place. On several occasions during the day policemen were necessary to keep back the crowds, and that's going some for Saginaw.

The Central Cigar Co. has been conducting a quarter-off sale on pipes since the New Year, and is cleaning up nicely on its stock. The special offer has been stimulating the sale of smoking tobacco especially in glass jars. The sale ended January 10th. General Manager Lieberman, in speaking of the matter, said to the WORLD correspondent: "In putting on a special sale, I find that it is always best to announce the dates when the sale expires. If you advertise a sale without mentioning any time, people will see your ad. or see your window and say, "well, I'll be going back again and I'll purchase something." But if he knows that the reduced prices are only good up to a certain time, he will be more apt to make his purchases early. At least, we find that to be so with our sales, and we have tried both ways."

A very disastrous fire visited the big hardware store adjoining the Electric Cigar Store in Flint. One of the newspapers in commenting upon the matter said: "The firemen are generous in their praise of James Hodgins, proprietor of the Electric Cigar Store, who kept his place of business open all night so that the men working on the fire might have a warm place to regain their strength when they were relieved for short periods during the fight."

A. C. Dietsche, retailer, at Woodward and Larned Streets, had probably the largest display in the state of smokers' articles for the holidays. Mr. Dietsche has always made a specialty of carrying a large assortment of fancy smoking racks and smoking novelties of all sorts. This year he "went the limit," his stock running into many thousands of dollars. "Prince Albert" tobacco at eighty cents a pound he found to be an extremely good seller in the tobaccos.

The cigar store of N. H. McFarland, 127 Portage Street, Kalamazoo, was entered on December 23rd and robbed of fifteen dollars in cash. None of the stock of cigars and tobaccos was stolen, however.

The Cosmopolitan billiard parlor on East Main Street, Battle Creek, was entered on December 29th and a quantity of cigars and cigarettes stolen.

By mutual agreement all the cigar and drug stores in Battle Creek were closed on Christmas afternoon between one and four o'clock, so that the clerks might have opportunity to enjoy their Christmas dinners.

J. T. Loomis succeeds George E. Murphy in the billiard and cigar business on Madison Square, Grand Rapids.

John P. Hemmeter left January 4th for Dayton to inspect the Ohio crop. Secretary John Bunting, of the Superior Cigar Co., also left at that time.

Al Neff, clerk at the cigar department owned by Burt Johnston at the G. & R. McMillan store, was quietly married on January 4th in Jamestown, Ind., to a prominent young lady in that city. After a two weeks' wedding trip Mr. and Mrs. Neff will return to Detroit.

The match stands being placed in the leading cigar stores and cafes advertising "Fatima" cigarettes are making a big hit and are very much in demand.

William M. Fuller, aged sixty-three, well known resident of Jackson, who for seven years conducted a cigar store in the Dwight Block, died on January 3rd. He disposed of his store and retired a year ago.

Captain Thomas H. Phillips, also of Jackson, died January 2nd from a complication of diseases, which compelled his retirement from business life shortly before Thanksgiving. He was born in Jackson and learned the cigarmaking business at an early age. When he became proficient, he engaged in business for himself, and for years has made a number of brands that have been very popular in the central section of the state.

Matt Behrman is again representing the Harry W. Watson Co., having taking the Upper Peninsula of Michigan as territory, and making his permanent residence at Sault Ste. Marie.

W. F. Calvert & Co., of Pontiac, will occupy splendid new quarters about the first of February. The new emporium will be on Main Street and will be one of the finest cigar stores in the city.

Ted Snowhood has resigned from the staff of John T. Woodhouse & Co., and is devoting his entire time to the sale of "El-Roi-Tan" cigars in Michigan. Mr. Snowhood is said to be partly responsible for the splendid trade which has been worked up in the past few years on this particular brand.

Roy Bowly is representing the Harry W. Watson Co. in the western part of Michigan, and makes his home in Grand Rapids.

Sometime this month will see a new cigar on the market, selling at five cents, made by the Judge Durand Cigar Co., of Detroit. Each cigar will be wrapped in tinfoil and will be packed in six's.

Joseph T. Snyder was a recent visitor to Detroit. It is understood that Mr. Snyder is well satisfied with the showing being made by his two stores here.

AL U. THORNBURG.

High in Yield, But Low in Price

Although in the average yield of tobacco per acre, Pennsylvania leads the country, it shows up comparatively poor in selling price. The yield of tobacco is about 1200 pounds per acre, as compared with a national average of 784.3. The general average price throughout the country on December 1, was 12.8 cents per pound. In Pennsylvania it was only 7.5 cents per pound.

Tobacco Crop Ranks Sixth in Value for 1913

The tobacco crop of the year of 1913 was the most valuable ever raised in the United States, its total estimated value being $122,281,000. It ranked sixth in value of the crops raised during the year, being exceeded by the corn, cotton, hay, wheat, oats and potato crops in the order named. The tobacco crop of 1913 exceeded in value by over 30 per cent. the average of the preceding five years. The quantity of the production, however, was slightly under that average, and has been exceeded by three former crops. The average farm price of this crop, 12.8 cents per pound, considering all varieties and styles, is the highest since 1864. These figures are taken from the census and estimates of the department of agriculture, which have just been compiled and will be made public shortly.

FOREIGN COUNTRIES COMPLAIN OF FAULTY PACKING OF MARYLAND TOBACCO

France, Germany and Holland Threaten to Stop Purchasing—Local Representatives Say Samples Deceive—No Grounds for Complaint, Says State Warehouse Official—An Attempt by Buyers to Get Old Contract System Back

BALTIMORE, MD.

LOCAL buyers of tobacco for France, Germany and Holland have recently been quoted as saying that for the last year the inspection at the State tobacco warehouses has been inefficient, and that unless the farmers pack their tobacco more carefully, and the inspectors sample it more fairly, these countries may discontinue purchasing Maryland tobacco.

Jesse J. Dalrymple, receiving clerk at the tobacco warehouses, refutes these charges and says that they are made simply to bring about a return to the old contract system, whereby the buyers bought direct for their employers, and made more money than he does by selling by samples.

"We buy and sell the tobacco from samples that are taken from the hogsheads," said one of the buyers, "and we depend entirely on the samples selected for us by the samplers at the warehouses.

"As a result of the careless packing and faulty inspection and sampling at the State warehouses, a large number of claims have been made by France, Germany and Holland.

"These claims will have to be paid out of the State tobacco fund, because the State backs up the tobacco sold from the State warehouses.

"The good prices are due to the increased home consumption of tobacco and to the fact that the French Government is buying more of it than ever before.

"I have been connected with the State tobacco warehouses for over forty years, and I have never seen tobacco packed better nor sampled better than during the last year," said Jesse J. Dalrymple, receiving clerk at the warehouses.

"The object of these buyers or agents," continued Mr. Dalrymple, "is to lower the grade of the samples so that they can buy them cheaper. In that case the farmers will receive less money for their tobacco.

"George Dale, sampler at these houses, is one of the most competent and conscientious officials appointed by Governor Goldsborough. He is thoroughly familiar with his work because he served as one of the inspectors during the administration of Governor Lowndes.

"The buyers or agents for the foreign countries want to get back to the contract system of buying, as was practiced some years ago. In those days they bought direct for their employers. Now they only send the samples and the merchants in those countries themselves buy from the samples.

"Buyers under the old contract system made more money than do the present agents, and that is why the latter want the return of the old system.

"To accomplish this end they are saying that the packing and sampling of tobacco in this State is bad.

"The commission merchants know more about Maryland tobacco than these buyers ever will know, and they all say that the packing of tobacco by the farmers is better than ever before.

"The farmers are getting more for tobacco today than at any other time. If the tobacco was not well packed and sampled, these good prices would not prevail."

Key West

No Cigars in Stock for 1914—M. Perez Company Preparing to Manufacture in Bond—Big Business Coming for Key West Cigar Factory

KEY WEST, FLA., January 12, 1914.

THE campaign of 1913 is over and while the inventory of the trade for that period does not show a very great gain over 1912, there have been many new accounts added to the books of our manufacturers.

The battle of 1914 has begun in earnest and by the time this appears in print all the Key West factories will be in active operation, carrying the same forces as at the time of shut-down.

The outlook for the cigar industry at the beginning of this year is much brighter than the opening last year. All the shops have a fine filed demand and everyone appears to be optimistic. Another good sign is that the factories shipped all their goods in stock and this year will have no surplus holdings to draw upon. The accompanying shipping list is the last of the cigars made in Key West in 1913.

The new mail schedule which went into effect on the 6th inst., gives us two mail trains per day and two steamers per week from Tampa; and also a daily steamer from Havana. The tourist season promises to be larger this year than ever.

Manager Rafael Menendez, of the M. Perez Company, is busy preparing to begin work under the bonded factory provisions of the new tariff law. This will be our first factory to operate under the "made in bond" act, and the experiment will be closely watched by other manufacturers.

The greatest difficulty in making cigars in bond will be, in the opinion of many, the cigarmakers' standpoint, as the hours of the inspector will be on the Government scale, and the time allowed the operative each day will be rather too limited to enable him to earn living wages.

The Cortez Cigar Company recently made their first shipment of cigars for the use of the Flagler Hotels, at Nassau, N. P. These hotels enjoy a large patronage during the season, many of our millionaire magnates, together with their families, spend the winter there. It is needless to say that the "Hernan Cortez" will make many friends for the house.

Claude H. Roberts, manager of the factory, is back from a trip to Tampa.

The E. H. Gato Cigar Company's factory has begun the winter campaign under the most favorable auspices. M. Falkenstein, of S. Bachman & Company, San Francisco, Cal., is expected this week for a business conference with the management. As soon as all the Gatos reach town the annual business meeting will be held when officers for the ensuing year will be elected. Advices received from C. W. Van Campen, recently appointed Southern representative of the concern, state that he left New York on the 5th, to begin a vigorous campaign in the South in the interests of the Gato 1871 yellow label. Mr. Campen was for many years cigar manager of the R. C. Williams Company, of New York, and has an excellent record as "some cigar salesman" and great things are expected from him now he is handling the famous Gato goods.

Emilio P. Cordero, of the "Mi Hogar" fame, passed through town recently, being en route from New York to Cuba. While in Havana he will make purchases of tobacco for the use of his New York factory.

After a short recess for stock-taking purposes, the Havana-American Company is again in active operation with the same force seated as at time of suspension. Miss Margaret Wyatt, daughter of R. B. Wyatt, manager of the factory, is spending a few days in Havana, sightseeing.

A. D. Silvera, foreman of the picking rooms of the Martinez-Havana Company, left on the 3rd inst., for Havana, in response to a cablegram announcing the death of his mother. The Martinez-Havana Company's factory began the winter run this morning.

W. H. Saunders, a cigar manufacturer, of Barton, Fla., was in the city recently visiting relatives and friends. Before returning home he made some purchases of tobacco for the use of his shop.

The Ruy Lopez Ca's factory opened up this morning with a full force in each department and expect to make a record-breaking run during the season. Dr. Yateman Wardlow, Professor of the University of Ohio, accompanied by his mother, arrived in the city on the 2nd and will spend several weeks with John Wardlow, president of the company. A. B. Jockel, vice-president of the company, also arrived in the city recently and will be the guest of his partner for several days. Jose Perez, head selector of the Ruy Lopez Ca, who has been spending the holidays at Tampa, is again at his post.

Carlos Manuel de Cespedes, Cuban Minister to the Argentine Republic, passed through town recently en route from New York to Cuba.

Manager Jaime Pendas, of Moreda & Company, who left on a leaf purchasing trip to Cuba, on the third, is back again on the job. The company enjoyed a good run on "La Diligencia" during 1913, and has prospects for still better results this year.

In an interview last week, George Robinson, secretary of the Key West Cigar Factory, stated that after January 20, the factory would work the entire year with a greatly increased number of hands. This he said was due to the fact that Austin, Nichols & Company would push the "Duplica" brand this year.

"They are branching out," said Mr. Robinson, "and their many new stands will increase our business tremendously. To supply the demands of the new depots of Austin Nichols & Company, our factory will be required to greatly increase the number of cigarmakers. We anticipate that our output will be more than doubled in 1914."

On January 20, Miss Fanny E. Fleitas, the charming daughter of Mr. and Mrs. Francis Fleitas, and Mr. J. D. Reed, will be joined in the bonds of matrimony. The groom is a business man of Homestead, Fla. The congratulations and best wishes of the local trade are extended to them.

Leaf appraiser J. W. Allen, of the bonded warehouse, will leave this week to attend the annual convention of leaf appraisers, called by Col. Griggs, Collector of Customs for the State of Florida. During the session grades will be established for the ensuing year.

Among the many prominent cigar and leaf men in the city recently were: A. L. Sylvester, of Sylvester & Stern; Manuel (El Crito) Suarez, P. Verplanck, of Verplanck & Company; P. Rey, of Cuesta, Rey & Company; Jose Diaz, of Bustillo Brothers & Diaz; A. Wolf and wife, of Cuesta, Rey & Company.

Asa Lemlein, of the E. H. Gato Cigar Company, will be at the factory office next week. Chief Clerk James R. Curry, Jr., is back from a short business trip to Cuba, where he went in response to orders calling him to that place for a private business conference with President Eduardo H. Gato, Sr.

Fred Artotozago, clerk of the "Solace" factory of George Nichols & Company, is back from a short visit to Newbern, N. C.

C. L. Poston, advertising manager of the cigarette department of the American Tobacco Company, is in the city, making contracts with the local press for the ensuing year.

Ulric Albury, of the Customs Service, received his appointment last week as Special Deputy Collector of Internal Revenue. His duties will be to attend to the importation of cigars and cigarettes.

INGLACITA.

Tobacco Statement

Importations of leaf in hand for the week ending January 3rd:

Arturo Cabo,	12 bales.
Withdrawals,	50 bales.

Cigar Shipments for Two Weeks Ending January 3rd, Via Mallory Steamship Line to New York, Mobile, Galveston and the East and West Coasts of Florida.

	Cases.
Park & Tilford, New York	71
S. Bachman & Co., San Francisco,	26
D. E. Menges, New York	2
Havana-American Co., New York	2
M. A. Gunst & Co., New York	2
M. A. Gunst & Co., San Francisco,	2
M. A. Gunst & Co., Los Angeles	2
Tollerton & Warfield, Sioux City,	2
U. Koen & Co., New Orleans, La.	4
Cortez Cig. Co., Savannah, Ga.	3
M. C. Dow, Cincinnati, O.	2
Weidman Co., Cleveland, O.	2
Florida Cig. Co., Seattle, Wash.	2
Bainz & New, Seattle, Wash.	2
Hart Cigar Co., Portland, Ore.	6
J. S. Pinkussohn Cig. Co., Savannah, Ga.	2
Hemingway & Morris, Salt Lake City, Utah	2
Central Tob. Co., Memphis, Tenn.,	5

	Cases.
John Stillwell, Detroit, Mich.	2
Oberholtz & Poinsett, Kansas City, Mo.	2
The Fair, Chicago, Ill.	3
United Cig. Stores Co., Chicago	3
United Cig. Stores Co., New York,	14
Acker, Merrall & Condit, New York,	9
Geo. W. Nichols & Co., New York,	19
Mi Favorita Cig. Co., New York	2
Godfrey S. Mahn, New York	4
Godfrey S. Mahn, Philadelphia	16
Washington Tob. Co., Wash., D. C.	6
M. Goldberg, Philadelphia	2
Drusel, Goodloe & Co., Philadelphia,	2
Moore Cig. Co., Philadelphia	3
Joseph Way, Philadelphia	3
Duncan & Morehead, Philadelphia,	5
Martinez-Havana Co., New York	7
Ruy Lopez Ca., New York	6
Gwynn, Straus & Co., New York	3
Lowden & Co., New York	4
E. H. Gato Cigar Co., New York	3
H. F. Lyons, New York	5
P. Merkle & Co., Columbus, O.	2
Monypenny-Hammond Co., Columbus, O.	2

A Popular Smoke Shop

W. R. Craster, of Glenn's Ferry, has a smoke shop in that town that attracts considerable trade. There are tables for those who wish to spend a quiet hour at games, papers and magazines for those who wish to read, and last of all, but not least, an excellent stock of cigars, cigarettes and pipes for those who wish to smoke. The store is a popular place in the evenings and "Craster's" has become a rendezvous for Glenn's Ferry smokers.

Tobacco Industry Plea for Reserve Bank

The committee of the Louisville Clearing House Association has been besieged with telephone calls, telegrams and letters urging a demand for a reserve bank in Louisville. These letters in substance assure the Board of Organizers that Louisville is best located to handle the business of the Central Southern States by reason of its geographical location, as well as by reason of its great financial strength.

One letter points out that the greatest percentage of tobacco raised in the United States is raised and financed south of the Ohio River, and that Louisville finances the greatest percentage of this portion of the crop. In addition to this the revenue collections in the Louisville and Kentucky districts are the third largest in the entire country.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 236 Chestnut Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

REGISTRATIONS.

GUFF—THE FIRST:—29,626. For cigars, cheroots, chewing and smoking tobacco. December 30, 1913. J. W. Quille, Ogdensburg, N. Y.

DETROIT ATHLETIC CLUB:—29,627. For cigars, cigarettes, cheroots. December 30, 1913. The Calvert Litho. Co., Detroit, Mich.

D. A. C.:—29,628. For cigars, cigarettes, cheroots. December 30, 1913. The Calvert Litho. Co., Detroit, Mich.

RIGATORO:—29,629. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 30, 1913. H. M. Rossheim, Columbia, S. C.

CO-OP:—29,630. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 12, 1913. Commonwealth Co-Operative Association, Reading, Pa.

EL HUMIDOR:—29,631. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 2, 1913. Ben Porat Cigar Co., New York City.

EDITOR CLARK:—29,632. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 3, 1913. Morris Rosenberg, New York City.

PRIDE OF ATLANTIC:—29,633. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 3, 1913. The Globe Cigar Co., Ephrata, Pa.

HEXAMER:—29,634. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 5, 1914. J. H. Sonfield, Fort Wayne, Ind.

DR. C. J. HEXAMER:—29,635. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 5, 1914. J. H. Sonfield, Fort Wayne, Ind.

VINCENT PIZARRO:—29,636. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 6, 1914. Cores-Martinez Co., Philadelphia, Pa.

VALLEY POCOMO:—29,637. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 6, 1914. Cores-Martinez Co., Philadelphia, Pa.

DON'T MISS ME:—29,638. For cigars. January 6, 1914. Jacobs, Holtzinger & Co., Windsor, Pa.

LA VERITA:—29,639. For cigars. January 6, 1914. Manchester Cigar Co., Baltimore, Md.

KNOFANSEE:—29,641. For cigars, cigarettes, cheroots, chew- and smoking tobacco. January 6, 1914. Heineman Bros., Baltimore, Md.

BRUSSAT:—29,642. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 7, 1914. Associated Cigar Stores of America, Syracuse, N. Y.

DE ERHERI:—29,643. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 7, 1914. Wm. R. Schaible, Philadelphia, Pa.

SLIVER THE FIRST:—29,644. For cigars, cheroots, stogies, chewing and smoking tobacco. January 8, 1914. J. W. Quille, Ogdensburg, N. Y.

NORTH WOODWARD CLUB:—29,645. For cigars, cigarettes, stogies, chewing and smoking tobacco. January 9, 1914. Northwest Cigar Mfg. Co., Detroit, Mich.

(*Continued on Page 41*)

They Always Come Back for the Original "LA TONIA" LONGFELLOWS WHY?

¶ Because smokers of good cigars recognize the excellent tobacco, the splendid workmanship and the satisfying qualities of the "LA TONIA."
¶ Their quality has not varied in twenty years; it is as unchanging as the blue of the sky.

THE ORIGINAL "LA TONIA" LONGFELLOW

The Original "Longfellow" Shape 10c. Cigar

MADE AND SOLD ON MERIT

Three Sizes

PERFECTO 10c. **LONGFELLOW 10c.** **IMPERIAL 15c.**

We have several territories open for live jobbers who can handle a high grade cigar. Particulars by return mail, address

JOHN STEIGERWALD & CO., 2411-13 North Howard Street PHILADELPHIA, PA.

"LA TONIA LONGFELLOW" Smoked by discriminating men since 1895

Leaf Tobacco Market

PENNSYLVANIA

LANCASTER, PA.

The leaf market during the past week has been featured by a demand for old goods and at the top of the list is 1912. There is not much doing with 1913 leaf as yet, but at the same time there has been inquiry for it and quite a number of buyers have been looking it over.

Among the sales have been some 1909 which has changed hands quietly. Also 1911 has been purchased, but there is comparatively little old leaf on hand and most of the trade are turning to the 1913 crop.

While there is much good leaf in the new crop, taken as a whole it varies widely in quality. It has been bringing from 8 cents to 11 cents, but it is the prediction of local dealers that there is much that will sell below the former figure.

VIRGINIA

RICHMOND, VA.

The warm rains that came Friday night and Saturday insure a good stripping "season" and the warehouses look for very large deliveries of the sun-cured weed this week. The sales will commence Tuesday morning, and it is expected that they will keep up without much, if any, interruption until Friday night.

The farmers who have been in the city, as well as the warehousemen and the leaf dealers, adhere to their original estimate, made a week ago, that only about 25 per cent. of the leaf tobacco crop of 1913 remains in the hands of the farmers, and that will probably be all sold by the first day of March.

WISCONSIN

STOUGHTON, WIS.

Tobacco received here thus far is in good condition and weighs 20 per cent. more than for the past three years. One noticeable feature of the trade is the heavy call for binder goods and buyers are insisting on immediate delivery.

It is estimated that 25 per cent. of the crop is still unsold, but at the rate wrapper goods are being rushed through the sweat it looks as if the 1913 crop will be made up in cigars before the next season's seeds are planted.

Sorting of tobacco is in full swing and the American Tobacco Company has opened its warehouses here with 250 women sorters. Albert Schroede, representing Cullman Brothers, has opened their warehouse and has begun work with 100 employees.

EDGERTON, WIS.

Warehouse handling is getting well started, and the work is practically in full swing. Eisenlohr Brothers have opened their big warehouse with 100 hands and are receiving considerable tobacco.

Northern crops are coming into the warehouse in fairly good condition. Some of them are weighing between 1325 and 1350 pounds per acre, and their owners will receive high prices for them. It is said that some have brought 20 cents.

More than half the southern crop is still curing in the sheds, waiting for favorable stripping weather.

The early deliveries have been receiving fine prices and the farmers should get a good return for their summer's work.

Most of the big concerns who have given orders to buy, are now supplied and the buying is slowing up.

Considerable tobacco has been lifted here at prices ranging from 8 to 12 cents with some at a slightly better figure.

OHIO

TROY, O.

Buying of all varieties of Ohio tobacco in this field is being conducted slowly and cautiously now. Zimmer, owing to the extreme shortage, is of course the highest priced, but one no longer hears of the 14-cent price—12 to 12½ cents seems to be the current figure at which it is passing ownership.

Quite a little Dutch is being purchased at around 10 cents to the growers, but packers as a rule are taking on only small quantities because it is not good Stogie Dutch, being too heavy bodied and too short in size.

The Seed or Gebhart variety is being left to purchase later on, although a few crops have been taken in at around 9 cents.

TENNESSEE

CLARKSVILLE, TENN.

The tobacco this year shows a better quality than for several years past, and some fancy prices are expected later on. Last year a good deal of tobacco was received by boat and now buyers can be seen at the wharf whenever a boat arrives, and often a crop is bought before unloaded. This has been ideal weather for re-handling tobacco, and thousands of hogsheads are being prepared for the breaks, and sales from now on will show a weekly increase.

The receipts in the loose floor department have been heavy and sales were satisfactory, good tobacco finding no trouble of purchasers and a few crops brought as high as $12.50 per hundred. Next week a rush is expected in deliveries, and will keep the dealers busy unloading and receiving.

Imperial Will Not Buy in Three Counties

According to a statement made by General Manager Edwin Hodge, of the Imperial Tobacco Company, of Kentucky, no tobacco will be purchased pending a motion for a new trial. Mr. Hodge is quoted as follows:

"I have received instructions from the headquarters of the Imperial Tobacco Company of Kentucky that no tobacco will be purchased in the counties of Henderson, Union and Webster, pending the motion for a new trial in the Union Circuit Court."

Imperial buyers in other sections of Western Kentucky, at Hopkinsville, Madisonville, Owensboro, and other places opened factories last week for the purchase of the weed. It is not known why these factories were ordered opened and the company refused to purchase in the three above-named counties, unless the company came to the conclusion that a small crop was grown in the Fifth Judicial district and most of it had been sold before notice was given to begin operations at other points.

It is stated that, should the higher courts uphold the verdict rendered at Morganfield, finding the Imperial guilty, as charged in the indictment, indictments may be returned in those counties where the company operated pending the motion for a new trial. When the verdict was returned the state charter was revoked automatically, but the filing of a motion for a new trial had the effect of staying the revocation of the charter pending the final decision.

Leaf Jottings

A statement of the condition of the Maryland tobacco market compiled by Von Kapff & Arens, tobacco shippers and commission merchants, shows that the French Government was again the largest buyer last year. It took in all 4167 hogsheads, a little over half of which was firecured.

The recent sale of the pooled tobacco of the Bowling Green One-sucker district to Matt F. Dortch, of Louisville, representing the John Mathews & Sons Company, of New York, was recently ratified at a general meeting held at Bowling Green.

The Planters' Protective Association recently met at Clarksville, Tenn., and reports showed that not much of the pledged tobacco had been sold. It was also noted that very little independent tobacco had been marketed. Another meeting is slated for this month.

"Black Patch" May Lose Its Title

The most prominent and prosperous farmers favor converting Western Kentucky into a fruit and vegetable growing country and that probably will be the result.

The problem has devolved itself into a question of whether the farmers are willing that Western Kentucky should lose the name of being the greatest tobacco-raising belt in the world or forget it and grow richer.

The soil of Western Kentucky is especially adapted to the raising of dark tobacco. Efforts to make successful crops in other States have been futile and Western Kentucky and Tennessee stand alone as the greatest tobacco-raising belt in the country.

The annual crop of tobacco in Western Kentucky reaches a total of approximately 35,000,000 pounds each year. At times as much as 50,000,000 pounds have been raised in one year.

Farmers like the idea of receiving ready money for their crops and this is not always forthcoming for tobacco.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

MONROE ADLER,
CIGAR BROKER,
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CARL RUGE & COMPANY
Leaf Tobacco Brokers, Dayton, Ohio
In daily touch with all the country as well as local packers. Samples and quotations cheerfully furnished. 12-1-ch

Wanted.

CASH PAID FOR CUTTINGS, SCRAPS & siftings.
Write to H. ADLER, 316 E. 47th., NEW YORK.

WANTED—Experienced cigar manufacturer to locate factory in the livest city of 60,000 in the Middle West. No four-flushers need apply. We have ten jobbing houses, doing millions of dollars annually, who will help boost the proposition in six states their men cover. City growing at rate of 5000 a year and has all advantages of a metropolis. Up-to-date plant, with some real United States money, would have no competition. Box factory here. Factory rentals reasonable. Great opportunity for company of young men with experience. Address Secretary, care "The Tobacco World," for full particulars. t.f.

IMPORTANT NOTICE TO CIGARETTE MANUFACTURERS—We manufacture cigarettes for the trade; we also supply tobacco boxes and labels 25 per cent. cheaper than elsewhere. Brands registered. Write for particulars. Live distributors wanted. The Soter Company, 235 Canal Street, New York City.

WANTED—Cuttings, scraps, siftings and dust. Cash buyers. Write us. Interstate Tobacco Co., 713 First Ave., New York.

WANTED—By a responsible cigar manufacturer, a few salesmen to carry a good twenty dollar cigar to offer to the jobbing trade. Liberal commissions. A good side line. Address Box 9, care of Tobacco World.

Wanted.

EXPERIENCED STRIPPER FOREMAN WANTS A POSITION. Best of references. Address Henry Harris, 118 West 115th Street, New York City.

CIGAR DEPARTMENT MANAGER, fifteen years' experience, understanding system, accounting, buying and selling thoroughly, desires position in Chicago or the West. Address Box 5, care of Tobacco World.

For Sale.

FOR SALE
Zimmer, Spanish and Gebhard seed tobaccos; natural sweat.
EZRA SHANK, R. R. 6, DAYTON, O. 2-15-r

HAVANA SHORTS—Pure Vuelta; fine aroma. Lopez, 353 E. 78th St., New York. 9-1-tf

FOR SALE—Remedios Havana shorts, pure and clean. Guaranteed A-1, or money refunded. Fifty cents per pound. Edwin Alexander & Co., 178 Water Street, New York.

For Sale or Lease.

FOR SALE OR LEASE—Long Term: Binghamton, N. Y., Great Cigar City. Building, mill construction; brick; 40 x 100; four stories; basement; light, four sides; elevator; separate well hole; large fire-proof vault; power plant; all improvements. Also, mill building; 100 x 100; 2½ stories; automatic sprinkler equipment; elevator; concrete dam; stream will produce 3000 to 3500 horsepower. Address, A. J. Lyon's Sons, 16 South Street, Binghamton, N. Y.

REGISTRATIONS.

(*Continued from page 39.*)

NANGAR:—29,646. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 10, 1914. The Import Litho. Co., New York.

DUCHESS IRENE:—29,647. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 10, 1914. The Garden City Cigar Co., Chicago, Ill.

DEALER'S BEST HAND MADE:—29,648. For cigars. January 10, 1914. E. B. Graham, Red Lion, Pa.

HAVANA DARTS:—29,649. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 12, 1914. Petre, Schmidt & Bergmann, Philadelphia, Pa.

Cigar Company Changes Name

A change in name has been made by Crane & Sons Cigar Company, of Columbus, O., to the Armstrong Cigar Company. C. W. Armstrong, who is now head of the local company, was associated with Harry Swisher in the cigar business when the latter purchased the firm of Crane & Sons. Following the purchase he was placed in charge here.

The change of name is to become effective with the inauguration of an aggressive policy for the extension of business.

SOLE MANUFACTURERS
DITTGEN'S PATENT
Self-Opening "MULTIPLE" Cigar Pouch
With or without Sealing Flap
The Best Individual Cigar Pouch on the market
Made to fit any size Cigar or Stogie
SEND FOR SAMPLES AND PRICES

Lancaster Tobacco Dealers Hold Banquet

The Lancaster Leaf Tobacco Board of Trade held its annual banquet at the Hotel Wheatland on January 3. About fifty members were present. Among those present were J. Aldus Herr, president of the Lancaster County Tobacco Growers' Association, and George Hibshman, secretary of that organization. Both were guests of honor.

Herbert P. Taylor, president of the board, acted as toastmaster

Following the banquet, officers were elected by the Leaf Tobacco Board of Trade and by the Lancaster Leaf Tobacco Inspection Company, as follows:

Leaf Board of Trade: President, Herbert Taylor; vice-president, M. H. Ranck; secretary, L. N. Nolt; treasurer, Morris Rosenthal. Officers for the Inspection Company were chosen as follows: President, A. B. Hess; vice-president, A. H. Sondheimer; secretary, William DeHaven; treasurer, M. Rosenthal; board of directors, I. H. Weaver, C. E. Long, William DeHaven, A. B. Hess, David Huber, A. H. Sondheimer, J. W. Brenneman, Joseph Goldberg, M. Rosenthal.

Established 1870 Factory No. 79

S. R. KOCHER
Manufacturer of Fine Havana and Domestic Cigars and packer of Leaf Tobacco
Leading brands—"Volitta," "Quaker," Nabobs," "1-4-5," "Havana Cream," "Imperial Beauty," "Little Yara"
Correspondence with wholesale and jobbing trade invited
Factory and Offices: WRIGHTSVILLE, PA.

Short talks to Dealers

It is just as essential to use good cigarettes in order to build up a substantial cigarette business as to use good building material for a home. With

FATIMA
TURKISH BLEND
CIGARETTES

you have a good, dependable foundation. Good, because the mild, mellow Turkish flavor of Fatimas is the flavor most desired by cigarette smokers. Dependable, because our process of manufacture insures the same uniform quality in each cigarette in every package.

And to increase the already enormous sale of Fatimas and to make it easy for you to build up a big, substantial trade with them, we are advertising them very heavily during 1914. *More Fatima cigarettes are sold than any other brand in this country.*

In fact, the 1914 Fatima advertising campaign will be one of the very biggest ever known for cigarettes.

And back of every *ad*—every cigarette and every dealer—stands the Liggett & Myers Tobacco Co.

P.S.—Fatimas are very popular with all college men.

"Distinctively Individual"

Good Tobacco Presses

Tobacco packers who have used our presses for many years, and who know exactly what they are, go out of their way to show and recommend to their friends the

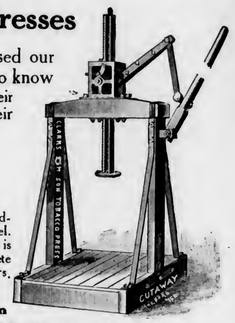
Cutaway CLARK'S

Samson Tobacco Press

This press is made of carefully selected hardwood, stoutly braced and bound with steel. It gives tremendous pressure; it is durable; it is easily handled. Write us today for complete description. Ask for names of a few users.

THE CUTAWAY HARROW CO.
948 Main Street Higganum, Conn

Maker of the original CLARK disk harrows and plows



CITY LIFE

5 cent cigar

ASK YOUR JOBBERS

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BINGHAMTON, N. Y.

MANUEL MUNIZ HILARIO MUNIZ

VENANCIO DIAZ, Special Partner

MUNIZ HERMANOS
S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO AND REMEDIOS TOBACCO

Reina 20, Havana

CABLE: "Angel" Havana P. O. Box 98

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PACKER AND WHOLESALE DEALER IN

Cigar Leaf Tobacco

We offer a full line Pennsylvania, Wisconsin, Connecticut and Ohio, and Sumatra, Havana and Florida TOBACCOS

Domestic tobacco direct from the grower to you. We have the goods and facilities. Let us submit you samples and prices.

Main Office: YORK, PA.

Tin Cigar Cans and Boxes

THE HUMIDOR PACKAGE

Lithographed, Enamelled, Lacquered or Copper Plated. Made in many sizes for 12, 25 or 50 cigars. Write now for prices and mention style preferred.

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Independent Manufacturers Detroit, Mich.

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CLARENDON ROAD & EAST 37th ST. BROOKLYN, N.Y.

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BRANCH OFFICE
170 WEST RANDOLPH ST. CHICAGO, ILL.

CigarRibbons Largest assortment of Plain and Fancy Ribbons
Write for Sample Card and Price List to Department W

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Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain

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Cigar Ribbons, Silk Imitation and Muslinola Ribbon Printed or Stamped in Gold or Silver

Labels. Stock Cards. Give Us a Trial. We Want Your Opinion

OUR HIGH-GRADE NON-EVAPORATING
CIGAR FLAVORS
Make tobacco mellow and smooth in character and impart a most palatable flavor

FLAVORS FOR SMOKING and CHEWING TOBACCO

Write for List of Flavors for Special Brands
BETUN, AROMATIZER, BOX FLAVORS, PASTE SWEETENERS

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NEW ORLEANS SAN FRANCISCO

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American Lithographic Co.

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Havana Leaf Tobacco
Especialidad Tabacos Finos de Vuelta Abajo
Partido y Vuelta Arriba
SAN MIGUEL 100 HABANA, CUBA

M. A. SUAREZ & CO.
(S. en C.)
Growers, Packers and Dealers in **Leaf Tobacco**
Figuras 39-41, Cable "CUETARA" Havana, Cuba

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IMPORTERS OF SUMATRA AND HAVANA
PACKERS OF SEED LEAF TOBACCO
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Importers of
HAVANA AND SUMATRA
And Packers of
LEAF TOBACCO
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HIPPLE BROS. & CO.,
Importers of Havana and Sumatra and
Packers of Seed Leaf Tobacco
Finest Retail Department in Pennsylvania
151 North 3d St., Philadelphia

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Importers of Havana and Sumatra, Packers of Seed Leaf Tobacco and Growers of Georgia Sumatra
142 Water Street, . . . New York

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Packers of Fine Cigar Leaf
Fancy, Lancaster County B's and Tops a Specialty
135-141 Maple Street, Reading, Penna.

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Packer of and Dealer in **Leaf Tobacco**
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110-112 W. Walnut St., LANCASTER, PA.
Warehouse: Bird-In-Hand, Lancaster Co., Pa.

E. Rosenwald & Bro.
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SCHELTEMA & QUANJER
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JULIUS MARQUSEE, 141 Water Street, New York
Packer and Dealer in All Grades of Seed Leaf Tobacco
TELEPHONE 3956 JOHN

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L. G. HAEUSSERMANN & SONS
Importers of Sumatra and Havana. Packers and Exporters of and Dealers in LEAF TOBACCO
Largest Retailers in Pennsylvania 148 N. Third Street, Philadelphia

THE YORK TOBACCO CO.
Packers and Jobbers in All Grades of **LEAF TOBACCO**
Office and Warehouse, 15 East Clark Avenue, YORK, PA.
MANUFACTURERS OF CIGAR SCRAP TOBACCO

HEINRICH NEUBERGER
Leaf Tobacco Merchant
HAVANA, CUBA—Calzada del Monte No. 15
NEW YORK, No. 130 Water Street BREMEN, GERMANY

NATIONAL LITHOGRAPHIC CO.
535-543 East 79th Street, New York
HIGH GRADE CIGAR LABELS AND BANDS
Equal to Imported
Write for Samples and Prices

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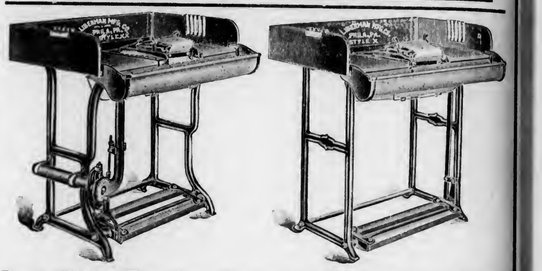

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ESTABLISHED 1881

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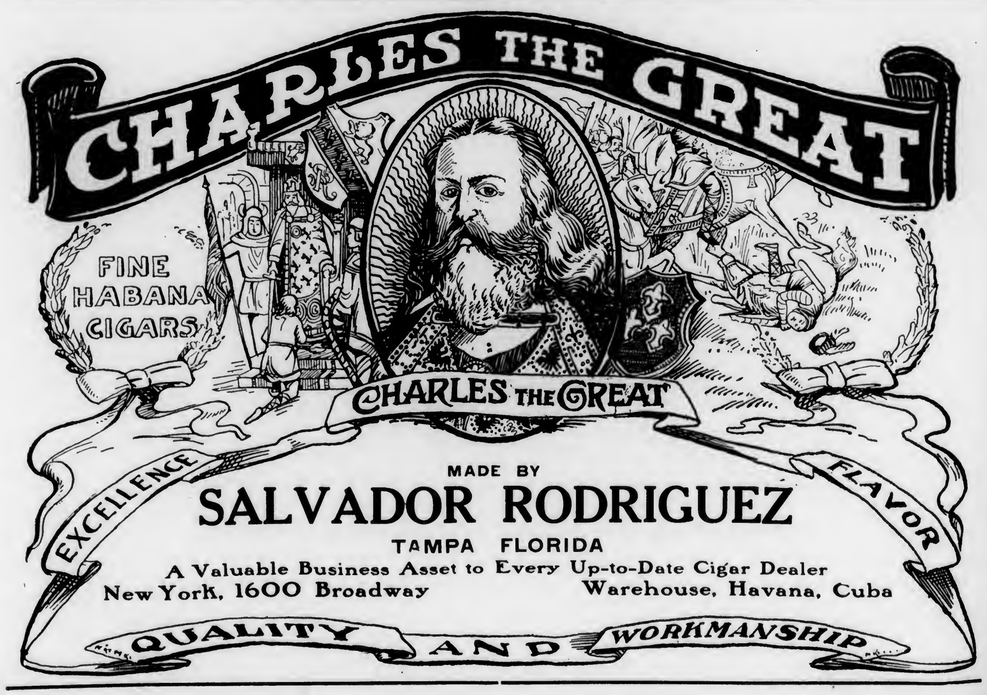

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Not until you stock up on this cigar in the right way and push it by "putting your shoulder to the wheel", will you realize to the full what a prolific source of profit it is.

Sell the *Consistent Counsellor Cigar*. It pays.

ALLEN R. CRESSMAN'S SONS, Mfgrs., PHILADELPHIA

CRESSMAN'S COUNSELLOR 5¢ CIGAR

For Gentlemen of Good Taste

SAN FELICE 5 CIGARS FOR GENTLEMEN OF GOOD TASTE

San Felice

CIGARS

The Deisel-Wemmer Company

LIMA, O.

The Original and Genuine

Central Union

Smoking Tobacco in a New Cut

Packed in a Pocket-proof Package

1½ ounces—5 cents

United States Tobacco Co.

RICHMOND, VA.

Get the Expression—
"Regensburg's
for mine"

REGENSBURG'S
HAVANA CIGARS

F. C. LOZANO J. M. LOZANO

TRADE MARK

F. LOZANO, SON & CO.

HAVANA CIGAR MANUFACTURERS

Makers of the Famous "F. Lozano" Brand

FACTORY: TAMPA, FLORIDA

OFFICE: 437 FIFTH AVENUE, NEW YORK

CHARLES THE GREAT

FINE HABANA CIGARS

CHARLES THE GREAT

EXCELLENCE FLAVOR

MADE BY

SALVADOR RODRIGUEZ

TAMPA FLORIDA

A Valuable Business Asset to Every Up-to-Date Cigar Dealer

New York, 1600 Broadway Warehouse, Havana, Cuba

QUALITY AND WORKMANSHIP

BEHRENS & CO.

HAVANA, CUBA

Manufacturers of the "SOL" Brand

SOL HABANA

Finest Vuelta Abajo Tobacco Exclusively

No Better Goods Made
Quality Always Reliable

One of the Oldest Havana Brands

ESTABLISHED 1834 RE-ESTABLISHED 1890

See Winston Churchill's Book, "The Crisis"

Best 10c Cigar in 1869—Since and Now

"La Flor de Portuondo"

Londres Grandes

¶ First introduced to the trade in 1869 by the late Juan F. Portuondo, one of the pioneers of cigar manufacturing in the Quaker City.

¶ The superior quality and workmanship of these goods, which made their maker famous from coast to coast, has been maintained ever since and is typified in the above brand, a Havana filled, Sumatra wrapped cigar of most excellent flavor.

Juan F. Portuondo

Cigar Mfg. Co., Philadelphia

CRESSMAN'S COUNSELLOR 5¢ CIGAR

Countless Consumers Confidently Consume Cressman's "Counsellor"

or, in other words, "they appreciate the 'real thing' in a cigar when they strike it." Quality considered, they know they are smoking the best. Knowing this, Mr. Dealer, can you afford to ignore a brand with the reputation and selling quality embodied in the "Counsellor"? Are you getting your share of that business?

Not until you stock up on this cigar in the right way and push it by "putting your shoulder to the wheel", will you realize to the full what a prolific source of profit it is.

Sell the *Consistent Counsellor Cigar*. It pays.

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The Original and Genuine

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Smoking Tobacco in a New Cut

Packed in a Pocket-proof Package

1½ ounces—5 cents

United States Tobacco Co.
RICHMOND, VA.

INTENTIONAL SECOND EXPOSURE

EISENLOHR'S
Cinco
CIGARS
PHILADELPHIA

Quality Paramount

CELEBRATED

H. UPMANN CIGARS

H. UPMANN
HABANA

Strictly Independent Manufacturers

CHAS. LANDAU

Sole Agent for United States and Canada

82 Wall Street - New York

Board of Trade Bldg., Montreal, Canada

Kings Club Cigars

Are ready for the test. Ready to prove their quality and trade-winning points. Every sale productive of a steady customer.

Kings Club
Clear Havana—Made in Tampa

¶ Tampa Hand Made
Finest Havana Tobacco

PEDRO CASTRO & CO.
TAMPA, FLA.

LOUIS G. SMITH & Co., 52 Beaver St. New York, Distributors

LOS REYES DE ESPAÑA

Clear Havana Cigars

Made From Choice Tobaccos by Skilled Workmen

Lopez Hermanos & Co.

Factory: Tampa, Florida

Office: 257-265 Fourth Avenue, New York

HONESTLY ADVERTISED NOT MISLEADING

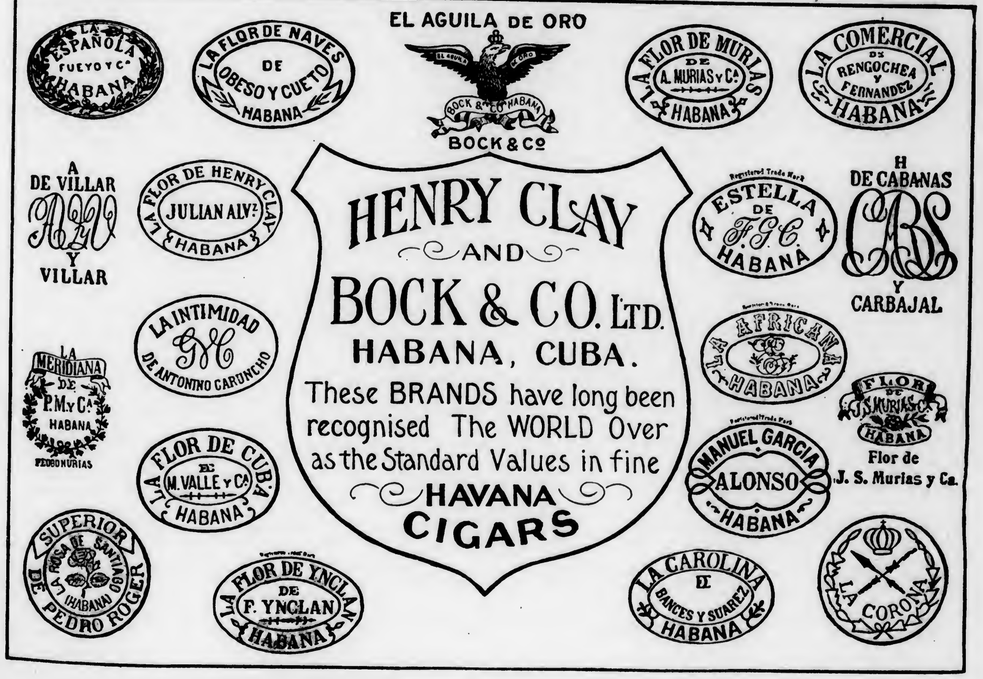
LA SARAMITA

Broadleaf
Wrapped
Havana
Cigars

Real Havana
Tobacco
Skillfully Blended

Pre-eminent
by Comparison

THE SHIELDS-WERTHEIM COMPANY, Cleveland



TO THE DISCRIMINATING BUYER:

If Not!—Why Not?

RUY LOPEZ TRADE MARK KEY WEST CIGARS

That's All!

RUY LOPEZ CA.

MAKERS OF

Only Clear Havana Cigars

New York Office: 86-88 Fulton Street

STAG TOBACCO

In addition to the handy, half-size 5¢ tin, is now packed

in Full-Size 10¢ tins

Also put up in ½ pound and pound humidors

EVER-LASTING-LY GOOD

NEED WE SAY MORE
OF

Flor de Jeitles CIGARS

5-CENT CIGARS

That have won their way by absolute merit of quality

JEITLES & BLUMENTHAL, Ltd.
PHILADELPHIA

COPENHAGEN

Chewing Snuff

We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

WEYMAN-BRUTON COMPANY

50 Union Square North **New York, N. Y.**

Henry the Fourth

Highest Grade Clear Havana Cigar

Bustillo Bros. & Diaz

FACTORY: TAMPA, FLA.

Office 257-265 Fourth Ave., New York

INCREASE YOUR SALES IN 1914

BY STOCKING

"Our Principal"

A Nickel Cigar of Merit

Smokes Well
Sells Well
Pays Well

TRY THIS LINE

"Our Principal" Cigars give the retailer good profits, and the smoker complete satisfaction.

Back of **"Our Principal"** brand stand our principles. We believe in putting honest goods in our cigars, we manufacture under the most sanitary conditions.

More dealers sold our leading brand in 1913 than ever before. We will make a new record in 1914.

Write to-day for terms.

J. W. BRENNEMAN, Manufacturer, Millersville, Pa.

LIPSCHUTZ'S

44

CIGARS

"44" Cigar Co. Philadelphia

BAYUK BROTHERS

"HAVANA RIBBON"

FIVE CENT CIGAR

PHILADELPHIA

10c. GENUINE 15c.

HENRY IRVING HABANA SEGARS

Made in the honest old-fashioned way by

John W. Merriam & Co.

139 Maiden Lane New York

In a Class With the Melons

5c.-Rocky Ford Cigars-5c.

Delicious Flavor
Made at our Newark, N. J. Factories

We also manufacture at our several factories located at Pittsburgh, Pa. the celebrated

[Pittsburgh "FAMOUS" Stogies]

The jobber's biggest asset in the 2 for 5c. line.

Our 2 for 5c. and 3 for 5c. lines of CIGARS and STOGIES are so extensive that space does not permit mentioning

Write for full information and prices

UNION AMERICAN CIGAR COMPANY
28th and Smallman Sts. Pittsburgh, Pa.

G. S. Nicholas & Co.

41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

Graham Courtney

HAVANA CIGARS

They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company

135 West 42nd Street, New York

GREATEST SUCCESS IN HABANA'S CIGAR HISTORY

ROMEO Y JULIETA

RODRIGUEZ, ARGUELLES & CO.

A Success of Quality

THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD

U. S. Representative: Wm. T. Taylor, 93 Broad St., N. Y. City.

F. RODRIGUEZ Y CA. San Miguel 85, Habana, Cuba.

'ELITE' F.R.y Ca. HABANA

Manufacturers of the celebrated "ELITE" Habana Cigars.

MAX SCHATZ
82 Maiden Lane New York

Sole Representative for United States and Canada.

CORRESPONDENCE SOLICITED

JUST THINK-5¢ BUYS A **LA FAMOSA** EQUAL TO ANY MILD 10¢ **CIGAR**

E. Kleiner & Co., Makers, New York

Fifth Avenue Cigarettes

The Union Made Cigarette of Quality
Bearing Union Label

Ten cents per package of ten. Mouthpiece, Cork Tip, Plain

Live Distributors Wanted

I. B. KRINSKY
207 North 4th Street . . . BROOKLYN

THE KEY WEST CIGAR FACTORY WEST

THE
Key West Cigar Factory
Factory No. 413, KEY WEST, FLA.

Office and Salesroom:
43 to 47 W. 33d St., New York

The Standards of America:

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts
Strong, Salt, Sweet and Plain Scotchs

MANUFACTURED BY

GEORGE W. HELME CO., 111 Fifth Ave., New York

HAVANA CUBA CIGARS

CASTAÑEDA HABANA TRADE MARK

Vuelta Abajo "Castaneda"
CARDENAS & CO.
Main Offices and Factory: 102 Galiano Street Havana
London: 114 Grace Church Street
New York: 3 Park Row
DAVE ECHEMENDIA, U. S. Representative

T. J. DUNN & CO.

Makers of

The New Bachelor Cigar

401-405 E. 91st Street, New York

OUR CONSTANT AIM

To Make THE BOLD Just a Little Better
To Keep THE BOLD Just a Little Better

THAT'S WHY BOLDS SELL AND REPEAT

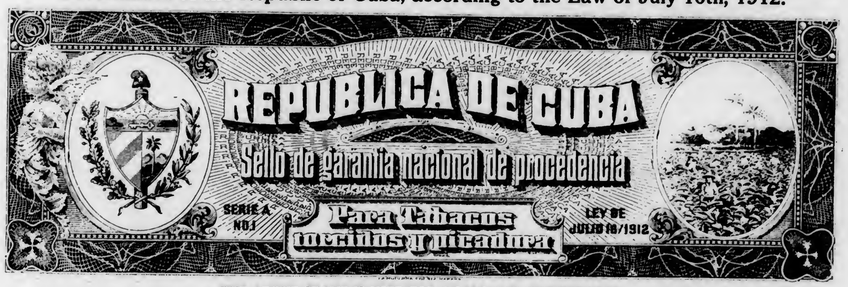
BOLDS Once in a Market
BOLDS Always in a Market

BOBROW BROTHERS

Main Office

125 S. 2nd Street 114 S. 2nd Street 133 Arch Street

Exact Fac-simile of the Government Stamps on Cigars, Cut Tobacco and Cigarettes, issued by the Government of the Republic of Cuba, according to the Law of July 16th, 1912.



THE ABOVE STAMP IS USED FOR CIGARS AND CUT TOBACCO

All manufacturers are compelled to affix these Stamps on all boxes of Cigars, packages of Cut Tobacco, as well as packs of Cigarettes, which are manufactured by them, and which constitute an absolute guarantee to the smokers, that the Cigars, Cut Tobacco or Cigarettes contained therein, are of Genuine Cuban Origin, made by Expert Havana Cigarmakers and Tobacco Workers.

THE ABOVE STAMP IS USED ON ALL PACKAGES OF CIGARETTES

The COLOR of THE ABOVE STAMPS is GREEN.

M. E. Canle, 156 Water Street, New York, Representative for the United States, of the Union of Manufacturers of Cigars and Cigarettes of the Island of Cuba, is duly authorized to prosecute any falsification, or colorable imitation of the above stamps by law with the assistance of the Cuban Minister at Washington.

Get aboard the Band Wagon

Piedmont is the big noise in 5-cent cigarettes.

Months ago it won the record as the biggest-selling 5-cent cigarette in this country.

Now we're out to DOUBLE present sales of Piedmont cigarettes, so we are putting a coupon in each package of Piedmonts.

It's a winner!

Liggett & Myers Tobacco Co.

Piedmont Cigarettes 10 for 5¢

TAM TAM

CIGARETTE BOOKS

The finest product of Braunstein Freres, the famous French manufacturers. This Cigarette Paper has long been the most popular in all Europe, and is now introduced in this country at a popular price.

WE NOW OFFER YOU

RIZ TAM TAM (White)
225 leaves
5¢

TAM TAM (Straw Color)
200 leaves
5¢

A FULL-VALUE COUPON—WORTH ABOUT ONE CENT (1c.) IN SECURING PRESENTS DESCRIBED IN OUR ILLUSTRATED CATALOGUE—IS GIVEN WITH EACH BOOK.

If you are unable to secure TAM TAM Cigarette Paper from your usual jobber, write us his name and we will see that you are supplied, either through him or on drop shipment.

Marketed in the United States by

Liggett & Myers Tobacco Co.

Announcement

We desire to inform the trade that Samples of our 1913 CROP of

Georgia and Florida Tobaccos

Will be ready for inspection immediately after JANUARY 1st, 1914, at our New York salesrooms.

AMERICAN SUMATRA TOBACCO CO.
131 Water Street, New York

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

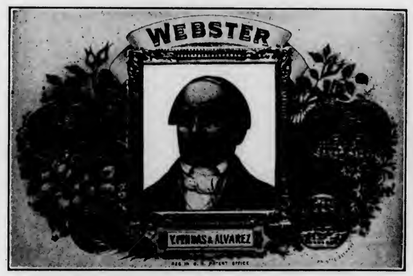
V. Guerra, Diaz & Co., Tampa, Fla.

Established 1867

Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA. **HAVANA CUBA**

T&O COMPANY MAKERS

Wm Penn

10c. Cigar

Good Thru' & Thru'

THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
PHILADELPHIA

S. Loewenthal & Sons
123 Maiden Lane
New York

¶ Importers of Havana and Packers of Leaf Tobacco.

One of the largest packers of shaded tobacco in the world

FLORIDA **GEORGIA** **CONNECTICUT**

M. MELACHRINO & CO., Inc.

EGYPTIAN CIGARETTES

You Cannot be Mistaken if You Stock the Easiest Sold Cigarettes

M. Melachrino & Co., Inc., are purveyors and supply all the Courts, Embassies, 120 Clubs and 360 Regimental Messes throughout Europe

GRAND DEPOTS OF M. Melachrino & Co., Inc. { London, 8 Regent St., S. W. Capetown, South Africa | Calcutta, 10 Government Place Alexandria, Rue Cherif Pacha | CAIRO, Head Office and Factory Hamburg, 18-20 Grosse Backerstrasse

AGENCIES IN THE PRINCIPAL CITIES OF THE WORLD PRICE LIST UPON APPLICATION

214-216 WEST 47th STREET, NEW YORK

THE TOBACCO WORLD

Vol. XXXIV. PHILADELPHIA AND NEW YORK, FEBRUARY 1, 1914. No. 3.

CAFE DE PARIS AGAIN CLOSES AT DEMAND OF CREDITORS

Restaurant Goes Under for Second Time—Welcome Extended Only to Those in Evening Dress Presaged Failure—Liabilities Said to Be Upwards of $250,000—Cigar Jobbers Said to Have Been Wary of the Account

NEW YORK, January 29, 1914.

FOR the second time in three years, the Cafe de Paris, a restaurant at Forty-second Street and Broadway, catering only to those in evening dress, closed on January 28, as a result of a petition filed by creditors of the concern.

Reasons for the failure are said to be due to the fact that only guests clad in evening clothes were welcome, and to the one o'clock closing hour.

The restaurant first opened as the Cafe de L'Opera, which boasted of entertaining only guests in evening clothes, but due to the poor service and few guests the curtain was rung down on this venture in the fall of 1910.

The next to try the location was Louis Martin, who has recently been in difficulties with his new restaurant, and the place was opened under his own name. In February of 1913 he withdrew from the venture.

Following the departure of Louis Martin, the Times Square Hotel Company, believing in its ability to destroy the jinx that presided over the location, opened the restaurant as the Cafe de Paris, with Samuel D. Leidersdorf as president, and J. Mervyn Eriksen as vice-president and treasurer.

The petition was filed by George S. Ludlow, attorney for the following creditors: Henry Phipps Estate, rent, nominally given as $500, but said to be more than $25,000; H. L. Herbert & Company, $433; and the Ward Baking Company, $187.

Judge Mayer appointed B. W. B. Brown and Walter Hirsch receivers and ordered them to call a meeting of the creditors on January 31.

It is said that the cigar jobbers have been wary of the account and that only a small sum is due them. The liabilities are recited at upwards of $250,000, with assets, as a running concern, of the same amount.

KNICKERBOCKER.

May Have "United" Burglar

The police have had Edward Mann, of 104 East 127st Street, committed to the Tombs on the suspicion of having robbed a United cigar store at 116th Street and Third Avenue. He was arrested while trying to dispose of "United" certificates.

When they searched the prisoner they found that he was wearing a pair of women's corsets, tightly laced, and a pair of women's silk stockings. A search of an apartment which Mann had occupied brought forth an outfit of women's clothing, a white silk waist, a black silk skirt, a coat edged with fur, women's high-heeled shoes with rubber heels, and also all the necessary toilet articles for a makeup. The closet in which these were discovered divulged also an electric flashlight and a revolver; also 48 packages of certificates, containing 48,000 coupons in all.

GIVE FAVORABLE INTERPRETATION OF "MADE IN BOND" ACT

Government Officials Visit Key West and Give More Information on Subject—Inspectors on Duty Twelve Hours Instead of Eight—Do Not Need to Bond Entire Factory—"Mi Favorita" President Makes Known Intention to Bond

KEY WEST, FLA., January 27, 1913.

WITH the continued agitation among the manufacturers here, regarding the "Made in Bond" Act, the visit to this city of F. M. Halstead, Chief of the Customs Division of the United States Treasury Department, and Max Oberdorfer, Special Deputy Collector for the District of Florida, has been of especial interest to all the cigar manufacturers and has resulted in a more favorable attitude toward the proposition.

The purpose of their visit was to more fully explain some of the features of the new law and to hold an official conference with William L. Delaney, Collector of Customs for the port of Key West, regarding some of the objectionable features of the act.

Among the points brought out was that a whole factory does not necessarily have to be bonded, and that by partitioning off as small or as large a place as is required for the work, a manufacturer may proceed to manufacture cigars in bond, without interference with the other departments of his plant. It was stated that from time to time the bonded space could be increased as desired, until the whole factory was included in the manufacture of the guaranteed cigars.

It was also brought out that there is a mistaken idea abroad regarding the operation of the bonded factory as to the hours that the inspector will be on duty. It was stated that his hours are from 6 A. M. to 6 P. M., thus giving the manufacturers twelve hours a day for the manufacture of "Made in Bond" cigars. The former impression was that they could work only eight hours a day.

The visit of these men has brightened the situation here considerably, and several manufacturers who were formerly opposed to the movement, now look upon it favorably. It is a safe prediction that several large clear Havana houses will take advantage of the opportunity to bond all or portions of their factory in a very short time.

President A. W. Arnold was one of the first since the arrival of the Treasury officials to declare himself in favor of the bonding plan. He says that as soon as the "Mi Favorita" factory can dispose of the material on hand, they will bond.

The officials went from here to Tampa.

INGLACITA.

President Hill in the "Blue Grass Country"

President Percival S. Hill, of the American Tobacco Company, has been a recent visitor in Kentucky, where he has been inspecting the various plants of his company in that section.

In the party was T. B. Yuhill and C. A. Penn, both of New York. J. C. Englehart, of Louisville, also arrived when the party was at Lexington. He is general superintendent of the Kentucky district for the American Tobacco Company.

IRREGULAR PAGINATION

Jacobs Heads Carlos, Fernandez & Co.

WITH the exception of C. B. Jacobs, who has been elected president of Carlos, Fernandez & Co., New York, the company will continue along the old lines William Sunshine, secretary; A. Glock, in charge of the New York office; F. H. Ruthenberg, eastern territory, and B. W. Lowenthal, representing the western end, all remain as formerly.

By following the plans of the late Charles Jacobs, whose genius for organization materially aided Carlos, Fernandez & Co. in achieving their present splendid reputation, the company should make even greater strides. They report that they are now filling quite a number of orders, which is rather unusual for this period of the year.

Crowds Attend Liggett's 11-Cent Sale

American women are often ridiculed for their attendance at bargain sales, but we doubt if they have the "bargain streak" any more fully developed than the sterner sex, if one were to judge by the crowd of males who besieged the tobacco department of the Liggett drug concern, on the occasion of an "11-Cent" sale, held there recently. This New York store advertised that with every box of cigars, package of cigarettes or pipe sold, they would, upon the payment of one cent additional to the regular price, offer a duplicate of the goods purchased. It is needless to say that the majority of smokers took advantage of the chance to get something, practically, for nothing.

Broadway Cigar Dealer Makes Assignment

Meyer A. Kalfon, cigar dealer, at 532 Broadway, has made an assignment to Archibald Palmer, who has stated that the liabilities are $4000.

Blue Peter Cigarette Company Leases Store

Harris & Vaughan have leased the store at 1580 Broadway to the Blue Peter Cigarette Company.

"Ramado" Cigarettes a Hit at Drug Exposition

At the recent exposition in Madison Square Garden, held by the American Druggists' Syndicate, "Ramado" cigarettes were distributed free. Thousands of these cigarettes were given away, and they made many friends for the National Tobacco Products Company, who manufacture these goods.

Charles L. Rader, general manager of the concern, was in attendance at the exposition and assisted in giving "Ramado" a personal introduction to the hundreds of druggists who came to the Garden.

Bandits Rob Omaha Cigar Dealer

While Robert Hipsley, a retail tobacconist of 309 North Twenty-sixth Street, South Omaha, Neb., was awaiting trade on the evening of the 14th, two bandits entered his store and gave him the "once over," thereby procuring some $70. Hipsley says that in addition to taking his money, the pair treated him brutally.

Heard on Broadway

R. M. Gans, of the well-known firm of Gans Brothers, New York manufacturers of the famous "El Radio" and "William the Fourth" cigars, is at present on a trip through the West, having recently stopped at Pittsburgh, where he succeeded in obtaining a nice batch of orders.

Charles S. Morris, of Charles S. Morris Company, New York, makers of the well-known "La Integridad" was one of the prominents recently seen in Detroit.

Emilio P. Cordero, of "Mi Hogar" fame, is at present in Cuba, accompanied by Mrs. Cordero, on a leaf purchasing trip.

William Steiner, of the well-known lithographic firm of that name, is now in the West, exploiting a new packing and branding machine, in addition to his regular business. The machine attracted much attention in Cleveland, one of Mr. Steiner's "stop-offs."

J. V. Flanigan, United States and Canadian representative of "Por Larranagas," on Saturday, January 31, left for Havana, where he plans to spend a couple of weeks.

John W. Merriam is very well satisfied with his recent trip to the West. He states that he not only found the dealers in a very happy frame of mind, but that this was supplemented by good business, as well.

"Mi Favoritas," in many sizes, are being featured by Park & Tilford, in the Fifth Avenue window of their store at Twenty-sixth Street.

An imposing display of "Melachrino" cigarettes occupies one of the Broadway windows of the "United Cigar Store" in the Flatiron Building.

The Marion Cigar Company, whose stand is located in the Hanover Bank Building, is being well patronized by the smokers in Wall Street. Though in charge of the present owners but a short time, it has already achieved a reputation that is worth while. The imported stock carried includes "Romeo y Julieta," "Eden," "Upmann," "Corona," "Partagas" and "Bock," while "Mi Favorita," "La Mega" and "F. Lozano" are prominent in the Tampa and Key West clear Havana lines.

R. Gangemi & Company have just placed on the market a new brand of clear Havana cigar under the title "La Diplomat," which will retail in various sizes ranging from ten cents to fifty cents. The brand has been placed locally and it is stated will shortly occupy a prominent position throughout the country.

THE TOBACCO WORLD

ESTABLISHED 1881

PUBLISHED ON THE 1ST AND 15TH OF EACH MONTH BY
THE TOBACCO WORLD CORPORATION
J. LAWTON KENDRICK, Treasurer

PUBLICATION OFFICES

236 CHESTNUT STREET
PHILADELPHIA

Bell Telephone—Lombard 1768
Keystone Telephone—Main 1824

J. LAWTON KENDRICK ..... Managing Editor
HOBART BISHOP HANKINS ..... Advertising Manager

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BOSTON CHICAGO DETROIT SAN FRANCISCO KEY WEST
TAMPA MILWAUKEE LANCASTER CINCINNATI
CLEVELAND LOS ANGELES SEATTLE
ST. LOUIS NEW ORLEANS BALTIMORE
HAVANA, CUBA, OFFICE—NEPTUNO 24, Altos, CARLOS M. WINTZER. Representative

Subscription in United States, Postage Paid ..... $1.00 per Year
Foreign Subscription, Dominion of Canada and other Countries of Postal Union ..... $2.50 per Year
Single Copy ..... 15 Cents

ADVERTISING RATES MAILED UPON APPLICATION

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Vol. XXXIV FEBRUARY 1, 1914 No. 3

CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

FREDERICK HIRSCHHORN, 54th St. and 2nd Ave., New York..President
OTTO EISENLOHR, 932 Market St., Philadelphia ..... Vice-President
JOSEPH B. WERTHEIM, 81st and East End Ave., M'hat'n, N. Y..Treasurer
S. K. LICHTENSTEIN, 40 Exch. Pl., Manhattan, N. Y. ..... Secretary

THE NATIONAL CIGAR LEAF TOBACCO ASSOCIATION

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WILLIAM T. REED, Richmond, Va. ..... President
BEN. PEARSON, Byfield, Mass. ..... Vice-President
RAWLINS D. BEST, Covington, Ky. ..... Secretary-Treasurer

The Benefit of Fire Drills

In hundreds of plants where fire drills are held regularly, the employees often times weary of the necessary discipline that accompanies them, and the time lost in holding the actual drill. The fact that a fire has never occurred gives a false sense of security to the employees and sometimes to the employers.

However, the occurrence of a fire is something that cannot be predicted; sometimes none ever happen, sometimes they do, and generally in places where little time has been given to the training of the help for escape from the factory at such a time.

No manufacturer, in this day, can afford to overlook the importance of a fire drill, especially in places where foreign help is employed, and regardless of the excellence of the condition of the fire fighting equipment and of the many fire escapes and fire towers, one should not forget that "an ounce of prevention," etc.

An example of what can be accomplished by holding regular fire drills, is shown by the recent conflagration at the Hoboken plant of the Lorillard Tobacco Company. Here 1500 employees, 1200 of whom were girls, were marched out of the building without a sign of a panic. This fact is all the more important because most of the female help was of the Italian and Polish nationalities. The fact that fire drills were not infrequent, removed the fear of a real fire, and no doubt many of the employees marched out of the building believing that it was only a drill alarm.

Had not these 1700 employees, of whom only a few can speak English, been thoroughly drilled, it is difficult to imagine just what sort of a catastrophe might have marked the annals of Hoboken's fire history.

The loss of life at the recent Binghamton fire, and the Asch horror in New York City, were caused in some measure, at least, by ineffective, if not entire lack of proper fire instructions and drills among the employees.

The fact that there was no loss of life in the Lorillard factory, reduced the account of the fire to about two inches of news space, but had there been a panic, which might have resulted from a fire doing $100 damage, as easily as from one doing $12,000 worth of destruction, it is safe to say that the story with all the horrible details, would have been told in full page "spreads" in the big dailies of every large city in the country.

Too much praise cannot be given to the drill master, nor to the owners who insist that such drills be held every week. There is a lesson here for every large employer of help in the country.

Recent Incorporations

The O. K. Tobacco Company, Hart County, Cincinnati, O., recently decreased their capital from $20,000 to $12,000.

A recent incorporation was that of the Harrodsburg Board of Trade, the incorporators being named as follows: T. Royalty, T. S. Eastland, A. G. Kyle and H. M. Ballard.

White Stag Cigar Company, recently incorporated, being located at Decatur, Ind. The capital stock is reported at $5,000, with Henry and Olive M. Thomas and Lewis C. Helm named as directors.

The Louis Heltman Company, Dayton, O., for the manufacture of cigars, with capital of $50,000, was recently incorporated by Louis Heltman.

Texas Cigar Factory Burned

SUGARLAND, TEX., January 30.

The Imperial Cigar Company's large mill and warehouse here was destroyed by fire shortly after midnight today. The loss is given at $300,000, with insurance of $225,000. The origin of the fire has not been determined.

Mitchell & Ottinger Dissolve

Announcement is made to the trade that the leaf tobacco firm of Mitchell & Ottinger, located 32-34 East Chestnut Street, Lancaster, Pa., has been dissolved by mutual agreement, as the result of the retirement of T. W. Mitchell. This, however, will not affect the continuity of the business, inasmuch as the same will be carried on by S. M. Ottinger, the remaining member of the firm. The new company will be known as the Ottinger Tobacco Company.

Atlantic City Store Changes Owners

Louis Subin, who for the past three years has been the proprietor of a pool parlor and cigar shop on South Tennessee Avenue, Atlantic City, N. J., as partner to Maurice Jacobson, has purchased the interest of his associate and is now running the establishment himself. Mr. Jacobson expects to locate in San Francisco.

IRREGULAR PAGINATION

PHILADELPHIA.

Baum-Jaffe Company Succeeded by Baum Brothers

ISIDORE BAUM and Nathan Baum, trading as Baum Brothers, will succeed the corporation of Baum-Jaffe Company on February 1; otherwise, there will be no change in the personnel of their business. The distribution of their well-known brands, namely: "A. J. Cassatt," "El Jaffe," "Little A. J. Cassatt," "Bee-Jay" and "Coiner," will be conducted under the same methods as heretofore; Nathan Baum will have the supervision of the selling forces. Their local factories are being enlarged at present and on completion will continue to manufacture with improved methods and up-to-date facilities the same high-class products for which they have always enjoyed a reputation.

Philadelphia Notes

W. B. Bullock, manager of the Twelfth and Chestnut Streets store of Mitchell, Fletcher & Company, is handling the well-known "El Palencia" and "El Merito" cigars, made by Boltz, Clymer & Company, Fifteenth Street and Lehigh Avenue, Philadelphia.

Sam Frank, of S. M. Frank & Company, pipe manufacturers of New York, booked some attractive orders while in Philadelphia last week.

M. J. Dalton & Company have taken a cigar stand in a most prominent office building in Philadelphia, and intend to open many other places in good locations in this and other cities. All places owned or operated by the Dalton Company are high class, featuring only high-grade imported and Tampa-made cigars.

Robert Appleton, general manager of the Cado Company, Inc., recently paid a visit to Philadelphia, and as a result "56" cigarettes can be now purchased at a greater number of clubs and high-grade restaurants.

Raymond Rey, formerly connected with the firm of Rey, Straus & Co., booked some attractive orders while in Philadelphia recently. Mr. Rey is now head of the new Raymond Rey business.

J. Durbin Acker, manager of the cigar department of the Twelfth and Chestnut Streets store of the Finley Acker Company, made a flying trip to New York on January 30.

M. J. McDonnell Back From Trip

M. J. McDonnell, of Yahn & McDonnell, with headquarters at Fifteenth and Chestnut Streets, Philadelphia, returned Friday, January 30th, from a three weeks' visit to Key West, Tampa and Havana.

While in Tampa, Mr. McDonnell visited practically all of the clear Havana factories, and when in Cuba was escorted over the plantations of the San Martin & Leon Company, under the guidance of George Leon and found the crop both beautiful and plentiful.

There is considerable agitation over the new made-in-bond law as in many cases this entails considerable expense as the entire package will be changed, and the tobacco now in the factories must be used up to the last ounce before manufacture can start; this procedure will in several respects be similar to starting work in a new factory.

On the return trip Mr. McDonnell was accompanied by Charles J. Castello, of the San Martin & Leon Company, and Hiram Hammer, of Corral, Wodiska & Co., as far north as Richmond.

The selling force of the San Martin & Leon Company has been strengthened by the acquisition of E. G. Dunlap, who will cover the Eastern and New England States, using the experience of twenty-five years on the road to increase the distribution of these cigars.

"Jose Vila Made in Bond" Here

F. D. Taylor, representing Berriman Brothers, is the first salesman to offer the trade in Philadelphia cigars manufactured under the United States Government inspection.

The "Jose Vila" cigars are the first cigars to be offered with the new "made in bond" stamp affixed to the box, as Berriman Brothers hold title to Factory Number One under the new law.

Robert E. Lane, Jr., Selling "Partagas"

Robert E. Lane, Jr., son of Robert E. Lane of the "Partagas" smile,' was a recent visitor in Philadelphia. Mr. Lane says that 1913 was the biggest year ever in the history of "Partagas."

"Partagas" cigars are quite popular in Philadelphia and are among the leading cigars shown in the cigar stand at the new Hotel Adelphia.

Percy T. Hoffheins has taken over the good will and fixtures of the Belvidere Cigar Store, at Belvidere and Mason Avenues, York, Pa., formerly controlled by E. B. Miller, who has accepted a salesmanship with D. P. Boyer on West Market Street.

SPLENDID CIGAR STANDS A FEATURE OF THE NEW HOTEL ADELPHIA

Opening of New Hostelry Delights Thousands—Appointments Represent the Last Word in Hotel Equipment and Furnishings—Four Stands to Furnish High-Grade Cigars to Smokers—"Adelphia," Made in Bond by Berriman Brothers, in Sixteen Sizes, the Hotel Leader.

THOUSANDS of visitors thronged the Hotel Adelphia on its opening day, on Wednesday, when the public was admitted to enjoy the luxurious appointments and to view the splendid equipment of the last word in modern hotels. By night every room was taken, verifying the belief of the hotel owners that a hotel at such a location as Chestnut and Thirteenth Streets would prove popular and profitable.

The appointments of the several cigar stands in the hotel, attracted much favorable comment; one finds a convenient stand in the lobby near the dining room; another is located in the grill; the buffet boasts of another, and a fourth is tucked away in the roof garden. Outside the grill room door is a humidor holding half a million cigars.

David Provan, managing director, and John Scott, manager, will be assisted in the cigar department by Frank C. Flanigan, who is qualified by years of experience to cater to the wants of the smokers of high-grade cigars.

The brand which will be introduced as a leader, is the "Adelphia," a "made in bond" cigar, manufactured by Berriman Brothers, who own Bonded Factory No. 1, located at Tampa. This clear Havana cigar is made in sixteen sizes, and is the first to be placed before the local public as produced under the new government act. "Jose Vila," manufactured in bond by Berriman Brothers, is being extensively sold in this city, but the "Adelphia" is, in a sense, a local product.

A tribute to the new hotel, which varied somewhat from the usual run, is that presented by Berriman Brothers and consists of a handsome solid mahogany packing, in the shape of the capital letter A, the initial of the hotel, which contains five sizes of the famous "Jose Vila" cigar. The idea represented by this souvenir of the opening, is said to have been born in the versatile brain of Al Metzger, who travels for Berriman Brothers.

In addition to the "Adelphia" brand, and the twenty-three sizes of "Jose Vila," the stand also carries the imported clear Havana lines of "Bock y Ca," "M. Garcia Alonzo," "Henry Clay," "Hoyo de Monterrey," "La Carolina," "La Corona," "La Meridiana," "La Vencedora," "J. S. Murias," "Partagas," "Punch," "Romeo y Julieta," "H. Upmann" and "Por Larranagas."

Among the Key West and Tampa cigars are: "Cortez," "Charles the Great," "La Rosa de Mayo," "La Jardinera," "Lozano," "Los Reyes de Espana," "La Mega," "El Infinito," "As You Like It," "Alcova," "Websters," "La Perla Espanola," "Marcello," "Principe de Gales," "Sanchez y Haya," "Leda" and "Peermont."

The domestic brands include: "Asphodel," "Don Digo," "Girard," "Rosa de Amor," "Rosa de Armas," "Stratford," "Henrietta," "Cinco," "Tahoma," "Count Penlo" and "Pollack Crown."

In the cigarette line, Benson & Hedges line, "Adelphia," made in plain and cork tips, will receive first call. Other lines handled by the stands are "Fifty-Six," "Philip Morris," "Melachrino," "Pall Mall," "Fatima," "Herbert Tareyton," "Rameses II" and a host of other well-known cigarettes.

Retirements at Annual Meeting of Preferred-Havana Tobacco Company

Felipe Bustillo and Manuel Lopez to Retire—Seven Per Cent. Dividend Declared—Campaigns Planned for 1914—Saturnino Alvarez Becomes Buyer and Manager of Factories

THE annual meeting of the Preferred-Havana Tobacco Company, 247-261 Fourth Avenue, New York, was held in the company's offices January 27, at which the following were elected directors for 1914: J. M. Diaz, president of the company; W. Ed. Foster, treasurer of the American Sugar Refining Company; Gilbert H. Johnson, of the steel manufacturing firm of Isaac Johnson & Sons; P. C. Lounsbury, president of the Merchants' Exchange National Bank; Kimball C. Atwood, president of the Preferred Accident Insurance Company; Garrett G. Ackerson, of the General Chemical Company; Manuel Lopez, Felipe Bustillo, Harry W. Davis, Philip Verplanck and William R. Rose, of Rose & Paskus.

Following the appointment of the directors, the officers of the company were chosen by the directors, the choice being Jose M. Diaz, president; Kimball C. Atwood, first vice-president; Felipe Bustillo, second vice-president, and Ramon Dalmases, secretary-treasurer.

In connection with the election of the executive officers, it was stated that Felipe Bustillo, though second vice-president and a member of the board, would be no longer actively allied with the company, he having handed in his resignation as manager of the buying department, which position is to be filled by Don Saturnino Alvarez, of Havana. Mr. Alvarez, who will also have charge of the manufacturing department, a position made vacant by the resignation of Manuel Lopez, in addition to having been one of the most competent Cuban manufacturers, is also known to have an enviable reputation as a judge of tobacco. He has had quite an extended experience in the tobacco business, and his connection with the Preferred Havana Company is bound not only to further strengthen that organization, but will also help it materially in the achievement of success. Though no longer active in the management of the company, Messrs. Lopez and Bustillo still remain on the board of directors and will retain their financial interests in the organization.

One of the most interesting incidents of the meeting was the declaration of a seven per cent. dividend on preferred stock, the same being payable February 1.

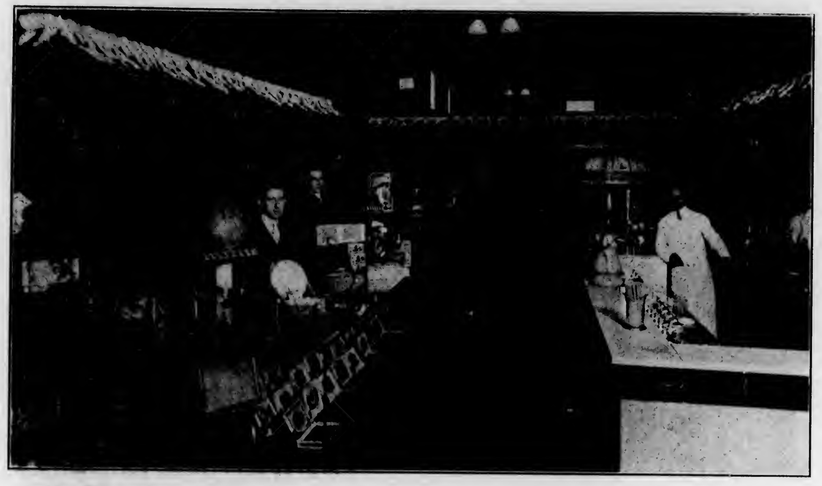
Another announcement was that the company has quite a complete stock of 1913 Vuelta Abajo tobacco and will, under the direction of Mr. Alvarez, make an effort to further increase its business. The company's factories which include Calixto, Lopez & Company, Havana; P. Verplanck & Company, Bustillo Brothers & Diaz and Lopez Hnos, of Tampa, have been thoroughly systematized during the past year and are now manufacturing their respective lines, on each of which a strong selling campaign will be made during 1914.

It was also reported that the daily receipts of the cigarette factory located in Havana, amount to $1500, while the Eden cigar factory is also doing a splendid business.

New Representative for "El Roi Tan"

John Glenn has been appointed the new factory representative for "El Roi Tans" and will make his headquarters with Ehrman Brothers & Company, the large San Francisco distributors. Mr. Glenn succeeds to the post formerly occupied by Eddie Allenberg, who has identified himself with H. L. Judell & Company.

The Home of "La Saramitas" in Nashville



This picture shows the interior of the Volunteer Cigar Store in Nashville, Tenn. This house acts as jobber for the famous "La Samaritas" and "Saraminta Fives," made by Shields-Wertheim Company, of Cleveland, O. The store is conducted by Nate Weisenberg, formerly a cigar dealer of Cleveland, and William Schwartz, manager of the Nashville Base Ball Team. Both men are "live wires" and are doing a big business on "Saramintas" in Nashville and the surrounding territory.

Evansville Cigar Company Wants Larger Quarters

At a meeting of the directors of the Chamber of Commerce held on the 17th, the matter of securing a new plant for the Terre Haute branch of the Evansville Cigar Company was discussed but no definite action was taken. At present the factory is located in the building formerly occupied by the Temple Laundry Company, at 701-703 Lafayette Avenue, and about 150 women and girls are employed.

A. Lefkowitz, manager of the local factory, said that the company has had no trouble in securing operators and that with suitable facilities it could employ 1000 people. He wants the site located between the business district and the suburbs, and, while the company does not wish to purchase the property, it is willing to take out a lease for a long period. The building must have plenty of light and good ventilation and be modern in every detail, Lefkowitz said.

New Collector Takes Office

Fred C. Kirkendall, editor of the Wilkes-Barre "Times-Leader," a former mayor of Wilkes-Barre and treasurer of Luzerne County, took the office of collector of the Ninth Internal Revenue District on January 19. H. L. Hershey, of Harrisburg, who turned the office over to Mr. Kirkendall, has been collector for the past sixteen years, having been appointed under President McKinley. During his years of service, Mr. Hershey collected an annual average of $5,000,000.

Mr. Kirkendall's first appointment was James McGinnis, of Scranton, as deputy collector for Lackawanna County.

Asks for Receiver

In the case of Francis A. Mulfinger, of Omaha, Neb., trustee in bankruptcy of the Midwest Cigar Company, bankrupt, of that place, against the E. J. Hamburger Company, Cincinnati cigar manufacturers, which was instituted about two weeks ago, the plaintiff came into the United States District Court at Cincinnati with a motion for an order of court requiring the Hamburger Company to turn over to the trustee all goods and money received by it from the Midwest Cigar Company. The plaintiff also asks that in case the court finds that he is not entitled to the order asked for, that a receiver be appointed to take charge of the assets of the Hamburger Company, which is now in the possession of a receiver appointed by the Hamilton County Court of Insolvency in receivership proceedings instituted against the company some months ago. Charles H. Hoffmaster is the receiver in the state court proceedings which grew out of the alleged connection of the Hamburger Company with the affairs of the Midwest Cigar Company.

Contract to Supply Navy Awarded Larus Brothers

Larus & Brother Company, Richmond, Va., have been awarded the contract for supplying the Navy with tobacco during the year 1914, the samples submitted by them to the Board of Navy Tobacco Experts, at Brooklyn, N. Y., having been found satisfactory and approved. The price asked by Larus & Brother was not the lowest, there having been other bids a fraction of a cent lower on the pound. Fifty thousand pounds of "Navy" plug tobacco is to be furnished for the use of the sailors at thirty-six cents per pound, the same to be delivered at the Brooklyn Navy Yard.

JOBBERS & DISTRIBUTORS DEPARTMENT

Kansas City Third Largest Cigar Jobbing Center

An estimate of the wholesale cigar trade in Kansas City was recently made by F. C. Niles, of Niles & Moser, and Alexander Rothenberg, of Rothenberg & Schloss, and exclusive of the branch houses of the Kansas City jobbers, the business is estimated at $10,000,000 a year.

There are five large jobbing houses in the city, and with the exception of Best & Russell, who have their headquarters in Chicago, Kansas City is the home office for all of them.

Niles & Moser, Rothenberg & Schloss, Parker-Gordon and Sol H. Cohn each maintain from one to six branch houses.

Niles & Moser have their principal branches at St. Louis, Denver, Salt Lake and Dallas. The territory handled by the home office comprises Missouri, part of Iowa, Kansas, Nebraska, Oklahoma, Arkansas and parts of South Dakota and Wyoming.

Klauber-Wangenheim Star Gets Prize

J. B. Bonhaus, star salesman for Klauber-Wangenheim Company, of Los Angeles, Cal., has received fifty dollars in the form of a check from his firm for the showing he has made on "Havana Ribbon" sales. Joe grabbed first place on placements and Frank Harlow got second prize of thirty dollars. Joe sold as much as all the other contestants' sales together. At the present time he is in Santa Barbara working "Luxello" and "Picadura" with good results.

Niles & Moser Get New Man for Nebraska

The Niles & Moser Cigar Company, one of the largest cigar distributing firms in the country, located in Kansas City, has recently secured Bill Bowen, of Atchison, Kansas, for their staff, to cover Nebraska.

Bill Bowen is well known in Atchison, having conducted a drug store in that place. This establishment will either be sold or closed out. Bowen, who is thirty-seven years old, and a "lifelong Democrat," who has been active in city and county politics, says that he has given up the idea of ever landing a Government job.

Bowen is characterized by those who know him as being clever, affable and good-looking, with natural attributes that he can turn to good account as a salesman.

Bonus Money for J. & B. Moos Salesmen

J. & B. Moos Company, Chicago distributors of cigars, did some distributing the other day which departed a little from the usual custom, but which nevertheless met with the approval of their employees in a decided manner. The piece of distribution in question was the mailing of checks for various amounts to their salesmen, as bonuses based on individual increases in sales during the past year. Most of the checks were for good, round amounts, it is said, and it would be hard to find a more enthusiastic bunch of salesmen than those which represent J. & B. Moos Company.

Handsome Loving Cup Marks Fiftieth Anniversary

The presentation of a handsome loving cup and many beautiful floral pieces, marked the fiftieth anniversary of the well-known jobbing house of S. Sternberg & Sons, located at 118 Union Avenue, Memphis, Tenn.

S. Sternberg, now eighty-six years old and retired from active business, laid the foundations of the firm on January 11, 1864, when he opened a small store on Front Street, between Poplar and Exchange Avenues, with a capital of $250. Today the firm is rated as one of the largest wholesale houses in the Southwest. It employs twenty road men and the business is continually growing.

In 1871 it became the firm of S. Sternberg & Company, and subsequently in 1884, on its twentieth anniversary, when two of his sons were admitted into the firm, it took the name of S. Sternberg & Sons. Jacob and David Sternberg were taken in then, and in 1889 William Sternberg, another son, was made a member of the firm.

Phenomenal Sales for Stone-Ordean-Wells Company

The Seidenberg products, "Roi-Tan" and "Class," gave such a boost to the sales of the Stone-Ordean-Wells Company, located in Duluth, Minn., that their increase over 1912 was something like six million cigars.

"Lucius," their new clear Havana line, has also been doing wonders and has exceeded anything of its kind in the history of the company.

Harry Earnshaw, manager of the cigar department for the Stone-Ordean-Wells Company, and also editor of that clever little house organ, "Ginger," modestly refuses to take any credit for the progress of the department, to himself. He generously hands the bouquets to the salesmen and branch managers, and to their loyal co-operation. However, those who know Harry Earnshaw are inclined to believe that much of the result obtained can be credited to his indefatigable efforts.

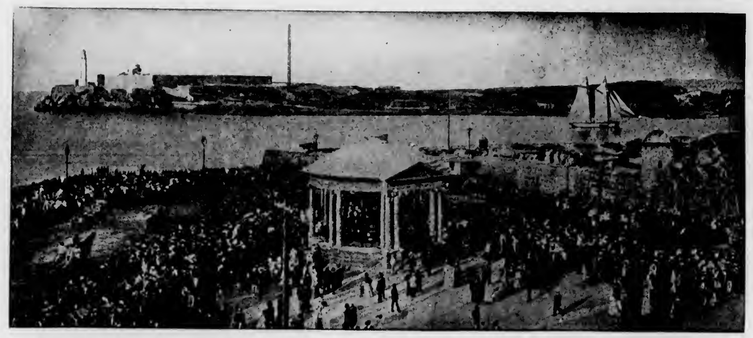
"Savaronas" a Hit in Baltimore

Lilly, Dungan & Company, the well-known Baltimore distributing house, is doing some splendid work on "Savaronas," judging from the orders that are coming to the office of the Cayey-Caguas Company in New York. The attention of the consumer is being directed to this classy Porto Rican smoke, in Baltimore, through a splendid window display at the Lilly, Dungan & Company store at Baltimore and Liberty Streets. It is one of the most attractive and impelling displays seen in Baltimore in some time and is having a good effect on "Savarona" sales.

Another Stand for Best & Russell Company

The Best & Russell Company, well-known distributors, with headquarters in Chicago, announce the opening of their new cigar stand in the Hotel Chisca, Memphis, Tenn.

This hotel is said to be one of the most modern of hostelries in the South, and the connection of Best & Russell Company with the cigar department is sufficient to guarantee the quality and equipment of the cigar stand.



The Cuban Market

From Our Exclusive Bureau

Havana, Cuba.

HAVANA, January 23, 1914.

A COMPLETE change has taken place in the outlook of the coming tobacco crop, as up to the twelfth instant, according to our Agricultural Bureau, we could not count over 60 per cent. of an average crop of the whole island, owing to the long continued drought, and which in some places had lasted as long as sixty-seven days. Upon that date and the following day, the thirteenth of January, we had good general rains all over the tobacco growing districts. The result has been, that now the Agricultural Bureau only admits a falling off in the quantity of from 20 to 25 per cent., as compared with last year. However, even this estimate is subject to a further change, as favorable weather henceforth might increase the quantity more yet, or, on the other hand, unfavorable conditions might curtail the same. So in reality we are still ignorant of what is going to happen later on, therefore the wisest policy to pursue is not to be too optimistic, nor on the other hand too pessimistic, and to choose the middle ground. Our leaf dealers, that are still holding large stocks of the 1913 growth, are naturally biased to make us believe that the crop will be a small one, while the vegueros, as a rule, always claim that their growing fields will give a splendid crop in order to attract buyers.

Our leaf market during the past three weeks of this month has been rather a disappointment to our leaf dealers, as they had figured upon a large amount of buyers, and which according to their ideas should have been anxious to buy liberally. This, however, has not been the case, as excepting a few, most of the Americans have only purchased moderately to cover their most pressing needs. Tightness of money, and the change of the clear Havana cigar factories, from free into bonded ones, have been advanced as the reasons why the manufacturers have so far failed to purchase larger quantities of our leaf. As money has become easier all over the world, and the red tape of the United States Treasury ought to have been unwound by this time, permitting the cigar manufacturers that wish to open bonded factories, to do so, we are looking for more activity in the near future.

Recent Leaf Sales.

Sales during the first three weeks of January amounted to 13,439 bales, and which divided represent: Vuelta Abajo and Semi-Vuelta, 3754; Partido, 452; Remedios, 7233, and Oriente, 2000 bales.

Buyers were: Americans, 6032; exporters to Europe, 3566; shippers to South America, 1096, and our local manufacturers of cigars and cigarettes, 2745 bales.

Exports of leaf tobacco from the port of Havana, from January 5th to January 17th, inclusive, amounted to a total of 8433 bales; distributed to all ports of the United States, 6847; to Bremen, 661; to London, England, 49, and to Buenos Aires and Montevideo, 876 bales.

Receipts of Leaf Tobacco from the Country.

From January 1 to January 22, 1914.

Vuelta Abajo,	3011	bales
Semi-Vuelta,	204	"
Partido,	8	"
Remedios,	1458	"
Oriente,	309	"
Total,	4990	"

Buyers of Leaf Tobacco That Come and Go.

Arrivals—From New York: E. P. Cordero, of E. P. Cordero & Company; Benito Rovira, of the Benito Rovira Company; Joseph Mendelsohn, of Mendelsohn, Bornemann & Company; José Negreira, of José Negreira; H. Rosenberg, of H. Rosenberg & Company; Fred Schulz, of Fred Schulz's Son, and David Simmerman, of David Simmerman & Company.

From Tampa: Angel L. Cuesta, of Cuesta, Rey & Company; Francisco Bolaño, of Francisco Bolaño & Company; Jorge Leon and Charles J. Castillo, of San Martin & Leon.

From Chicago: B. Link, of B. Link & Son, manufacturers of the "Germania Club" cigars; Jacob Benner, of Benner Brothers; Harry Cohn, of Cohn Brothers; H. B. Franklin and his son, H. A. Franklin, of H. B. Franklin & Company.

From Montreal: Domingo Granda and his son, Domingo Granda, Jr., of Granda & Company.

From St. Louis: M. Mattison, of the Fred Opp Leaf Tobacco Company.

From Philadelphia: Harry W. Bremer, of Lewis Bremer's Sons.

From Boston: Sam Grysmich, of Sam Grysmich & Company.

Cigar Importers and Representatives of Cigar Manufacturers.

From London, England: Gilbert Frankau, of J. Frankau & Company, and Gustavo A. Padro, representative for Europe of the Partagas factory.

From New York: Herman Stearn (accompanied by Mrs. Stearn), of the Stearn Company; Sam. Wasserman, of B. Wasserman Company; Robert E. Lane, representative of the "Partagas" factory, for the United States and Canada; Richard Davis, assistant to B. F. Alexander, the representative of the two factories, La Flor de Tomas A. Fernandez Garcia, and La Flor de Tomas Gutierrez; Francis Taylor, Jr., representative of El Rey del Mundo.

From Boston: Charles B. Perkins, of Charles B. Perkins & Company.

From Philadelphia: T. J. McDonald, of Yahn & McDonald.

From Montreal: George Thomson, of Geo. Thomson & Brother; Fred Schwarz, of Fred Schwarz.

From Toronto: Arthur Clubb, of Arthur Clubb & Son; Wm. H. Clubb, of W. H. Clubb.

From Winnipeg, Manitoba: Walter J. Clubb, of Walter J. Clubb & Company.

Returned—From New York: Maximilian Stern, of Maximilian Stern; Allie L. Sylvester, chairman of the Henry Clay & Bock & Company, Ltd.; Manolo Rodriguez, José Menendez and Eugenio Lopez, Jr., all of Rodriguez, Menendez & Company; Francisco E. Fonseca, of F. E. Fonseca & Company, owners of the Castañeda & Fonseca factory; Felipe Rodriguez (accompanied by Mrs. Rodriguez), of F. Rodriguez & Company, owners of the Flor del Fumar and Elite factory; Sidney Rothschild, of Sidney Rothschild, and H. H. Strater and Mrs. Strater, of H. H. Strater.

From Chicago: Quinto Fernandez, of Walter Sutter & Company.

Expected to arrive from Boston on the twenty-sixth instant: J. E. A. Blaise and Esmond Rowley, of the S. S. Pierce Company.

Departures—To New York: Henry Oppenheimer, Robert E. Lane, Sam Wasserman, José Negriera, H. Rosenberg.

To Tampa: Francisco Bolaño.

To Chicago: Harry Slavinski, Harry Cohn.

To Montreal: Geo. Thomson and Fred Schwarz.

To Toronto: Arthur Clubb and W. H. Clubb.

To Winipeg, Manitoba: Walter J. Clubb.

To Philadelphia: Harry W. Bremer.

To London, England: Gilbert Frankau.

To Paris, France: Francisco de P. Alvarez.

To Madrid, Spain: Joaquin Alvarez.

Cigars.

The new year 1914 has opened better so far in comparison with the previous one than we dared to expect, but this is principally owing to the larger exports to Great Britain. Business to the United States is always slack during the month of January, as the holiday cigars have to be consumed before we can see more life again, although for current sizes there is nevertheless a fair demand already. Germany, Canada and some of the minor countries are ordering more freely; only the Argentine Republic and Chile are still suffering from the hard times in their territories. Speaking generally, the outlook has improved through the more favorable crop prospects. If we should be able to make a new reciprocity treaty with the United States this year, that would give us at least a 50 per cent. reduction on the present tariff, instead of the paltry 20 per cent., then we might indeed have reason to be more satisfied.

The president of our Union of Manufacturers, Mr. Theodore Garbade, waited upon President Menocal with a commission last week, to hand the latter a voluminous memorial, explaining all the pros and cons of the effects of the new Underwood tariff bill, upon our sugar industry, after March 1, 1914, and whereby Cuba loses three million dollars in her preferential duties over other countries, and the only possible equivalent is, to give us the above 50 per cent. reduction on the exports of our cigars to the United States. President Menocal has promised to give this matter his immediate attention, and to set our diplomatic machinery working to obtain the desired result.

Romeo y Julieta divided among its cigarmakers and strippers the sum of $2400, here in Havana, and half the amount in its branch factory at Artemisa. The object was to reward those employees that had worked constantly and faithfully for the previous four months to January 1. There were entitled to part of this money 504 cigarmakers and 120 strippers here in Havana, and in order to give a larger amount to a few individuals, four lots were drawn among the cigarmakers of $500 each, and four lots of $100 each, among the strippers. The drawing took effect in the factory building upon January 1, and in the presence of four delegates of the cigarmakers and one lady delegate of the strippers, which latter drew the prizes. A notary public was in attendance to testify to this official act, according to our laws. This was an original idea of Don Pepin Rodriguez, and it ought to find more followers among other industrials, in order to harmonize the differences between capital and labor, and thus avoid future strikes as much as possible.

Maximilian Stern has accepted the position as general manager of the Henry Clay & Bock & Company, Ltd. The company will do its own buying through its organization, which is "The Cuban Land and Leaf Tobacco Company," and of which Mr. Stern is the head. Some of the staff of buyers, formerly with the firm of Maximilian Stern, will buy for The Cuban Land and Leaf Tobacco Company. The firm of Maximilian Stern will retain their own buyers, and the headquarters of the said firm will remain, as formerly, at Clavel Street No. 1, Havana, where Mr. Stern will continue to give his full direction to his firm.

Our principal factories that are working quite strong, naturally taking into consideration the time of the year we are in, are: Romeo y Julieta, H. Upmann, Partagas, Henry Clay & Bock & Company, Ltd., Hoyo de Monterey, Por Larrañaga, Punch, Castañeda and Fonseca, Sol, Flor del Fumar, Belinda, La Flor de A. Fernandez Garcia, La Flor de Tomas Gutierrez, La Flor de José Otero, and Eden.

Leaf Tobacco Notices.

Sobrinos de A. Gonzalez opened the year 1914 with sales amounting to 2500 bales of all kinds of leaf.

Coleman J. Joel, according to reliable information, has purchased close on to 2000 bales of choice leaf, for his firm of C. J. Joel & Company, of Boston.

José C. Puente & Company were sellers of 500 bales of Partido and Remedios leaf.

Harry W. Bremer, according to our reports, was a buyer of nearly one thousand bales of extra fine vegas.

Herrera, Calmet & Company, disposed of 500 bales of Remedios leaf to their customers.

Henry Oppenheimer purchased a fairly large quantity of excellent vegas during his stay here.

Rodriguez, Menendez & Company disposed of 769 bales of their stocks.

La Exception factory bought 2000 bales of Vuelta Abajo colas for its cigarette branch.

F. Rocha & Company were sellers of 300 bales of Vuelta Abajo and Partido from their holdings.

Exporters of leaf tobacco, from the port of Havana, from January 5 to January 17, inclusive, and from 200 bales upwards:

Adolfo Moeller,	1296	bales
Leslie Pantin,	666	"
Maximilian Stern,	634	"
Diego Montero,	626	"
Rodriguez, Menendez & Co.,	586	"
Michaelsen & Prasse,	533	"
I. Kaffenburgh & Sons,	530	"
Manuel Suarez,	452	"
Bridat & Co.,	401	"
Mark A. Pollack,	309	"
Virgilio Suarez,	237	"
J. Bernheim & Son,	235	"
Allones, Ltd.,	220	"
Ernst Ellinger & Co.,	206	"
Perez, Capin & Co.,	200	"

ORETANIV.

Stroud & Jackman in Hands of Receiver

Stroud & Jackman, a cigar firm of Chicago, which was organized a short time ago with a capital stock of $10,000, has gone into the hands of a receiver, with liabilities of $9000 and assets of $5200. The company conducted two cigar stores which seemed to be doing an excellent business. One was at 124 South Clark Street and the other at 48 South Fifth Avenue. L. H. Johnson, receiver, has ordered that the former be closed permanently. He is operating the latter himself. The cause of the trouble is attributed to dissatisfaction among the various stockholders. It is said that a settlement proposition will be made to the creditors and that the business will be reorganized and continued.

FERNANDO ALVAREZ HAS RECEIVER APPOINTED FOR THE GARCIA CIGAR CO.

Senor Garcia Strangely Missing—Also Receipts for 40,000 Cigars—Plaintiff Alleges That Defendant Did Not Have Resources of His Own

SENOR JOSE GARCIA, of the Garcia Cigar Company, located in Van Wert, O., being out of town "on business," it seems quite likely that the affairs of the company will be wound up without him being present. This is due to the fact that Fernando Alvarez, of Chicago, who has been financing the firm, has recently taken an interest in the active management of the business and had Carl J. Werner, of Van Wert, appointed receiver by the court, as the result of his petition.

Mr. Alvarez has stated in the course of conversation that Jose Garcia's name is really Jose Grachia; that he was born in Morocco and educated in Gibraltar, where he learned to speak French, Spanish, Italian and English. These acquisitions, together with other accomplishments, induced Mr. Alvarez to furnish the Garcia Cigar Company with $5666.83 in tobacco and in cash, as alleged in his complaint, and of which sum only $1500 has been repaid. It is also alleged in the complaint that Senor Garcia disposed of some 40,000 cigars for which Mr. Alvarez can find no accounting.

The complaint also alleges that the Senor had no resources of his own, yet he has recently purchased an automobile. Mr. Alvarez thinks it fair to presume that this was paid for out of the sales receipts, and, therefore, asks that the automobile be seized.

The plaintiff further asks that Senor Garcia be enjoined from entering or interfering with the operation of the Garcia Cigar Company, and that a receiver be appointed to continue its operation and dispose of the goods already manufactured and now in stock, and such other relief as the court may deem right and proper in the premises.

Following the filing of the suit, it is said that Senor Garcia urged his wife to pay a visit to her home for a while, and that as soon as the good wife had gone, Mr. Garcia also made his departure. One may imagine the keen disappointment of Mr. Alvarez when he went to make a call, and found all out, even the fire.

Mr. Garcia before leaving, however, did not forget the little courtesies of life, and left a four-page letter for Mr. Alvarez with a neighbor. It is said that in this letter Mr. Garcia expressed, in most eloquent English, the deep sorrow that he felt in being called away on business at such a time, and that the necessity for this trip prevented him seeing Mr. Alvarez.

There are reports that Mr. Garcia overlooked some bills before he went away. Incidentally, it is said that he had a check cashed for $200, issued by the Wayne Tobacco Company, and made payable to the Garcia Cigar Company, just before he left. As payment on the check has been stopped, it seems likely that some Good Samaritan in Van Wert will be short just that amount.

Want High License for Use of Tobacco Coupons

The Massachusetts Retail Cigar and Tobacco Dealers' Association are attempting to fight the use of coupons and other gifts with cigars, cigarettes, etc., with a new law. They propose that a bill shall be enacted, "That it shall be unlawful to use coupons or other similar devices with the sale of goods, unless a license is obtained from the county treasurer, the fee for which shall be $6000 a year."

Chicago

Business Good in the City—University Students Want Pipes in Freshman Year Instead of Senior—Liggett & Myers Burned Out—Regional Reserve Bank Will Help Business—Prohibition Will Jolt Cigar Trade

CHICAGO, ILL., January 26, 1914.

EVENTS which have, or will have, a more or less direct effect upon the local cigar and tobacco business have come thick and heavy during the past two weeks, and it will not be possible in a letter of this length to give them all the news treatment which they deserve according to importance. The period has been featured with new plans for the boosting of the commercial and transportation facilities of the city. On the other hand, there have been a couple failures, the first in some time among the concerns located here. Business continues brisk, although of course it has slowed down a little since the passing of the holiday season.

Jobbers of leaf tobacco, as well as local distributors, are showing great interest in the coming local option elections which will be held in many towns and villages over the state during the month of April. With a heavy portion of the state already "dry," and with women voting, they fear that enough points will be placed on the "dry" list to make prohibition practically state-wide. Of course, this will mean that fewer cigars will be sold, since the saloons have been for years one of the leading distributing outlets for cigars manufactured here. The leaf houses will be hit because the cigar business of the man who runs the "buck-eye" in the small town will be curtailed. While it may be argued that smokers will buy their cigars elsewhere, experience has demonstrated that, while they may do so, they will not buy in such quantities as when they are standing up to the bar, calling for cigars after they have reached the capacity point on liquid refreshments, or buying a quarter's worth at a time and breaking half of them by leaning up against persons and things with the smokes placed loose in a vest pocket. When a man buys cigars at a drug store he is more inclined to use sober judgment and economical sense, buying in smaller quantities and paying more attention to the brand.

The Charles Donovan Cigar Co. is one of the Chicago concerns which has made great plans for the coming year. They have started nineteen salesmen, who will cover eleven states. The leading brands of this company are "Ponce de Leon," "R-B," "King Alfred" and "El Sirod."

Best & Russell Co. announces that last year's business showed a large increase over the business of any previous year, especially on hand-made "Owls" and nickel cigars in cans.

Alice G. Crane has installed a cigar and confectionery stand in the Advertising Building, which is one of the finest of Chicago's new sky-scrapers and the headquarters of the Advertising Club. The case contains a large assortment of fancy imported cigars, as well as a number of leading home brands. Miss Crane was formerly fifteen years with Gunther Brothers, the prominent confectioners, and has a general business experience which well fits her to embark on the field of commerce for herself.

Hans Zimmerman, who lives at 426 South Clark Street, will look sharp the next time a stranger offers him a cigar. He was walking in Lincoln Park the other night when a well dressed man approached and, after a few minutes of conversation, handed him a cigar. The weed looked good, and Zimmerman lighted up. The next thing he knew he was at the Alexian Brothers Hospital coming out of a drugged sleep. He told the police that he had been robbed of seventy dollars.

Frank Newman and Carl Gach, of the leaf tobacco firm of Newman & Gach, are away on a trip to the eastern market. They will visit New York and Connecticut.

Walter E. Sloman, who formerly represented the American Tobacco Co. in this territory, has accepted a position with the Chas. Donovan Cigar Co. as sales manager. Mr. Sloman is an experienced salesman who has made good at everything he has tackled, and it is expected that he will make things hum for the Chas. Donovan Cigar Co. during the coming year.

Francisco Bolano, of Tampa, Fla., has returned after spending a few days in Chicago on business connected with the local sales office.

Zero Marz, an eccentric sign manufacturer who was well known to the cigar and tobacco trade here, died recently at his country home in Minnesota. He was president of Chicago's largest sign house, and in that capacity often figured with the cigar and tobacco men relative to making signs for advertising campaigns. He had the misfortune to become estranged from his family through his curious and obstinate theories in regard to mystical and pyschic matters. He claimed that his mind was responsive to "psychic vibrations" and that he could tell what his employes were doing in his office when he was hundreds of miles away. None of his sons in any degree participated in Mr. Marz's theories, and for that reason tried to get the business out of his hands it is alleged. This caused a spirited family row, which ended in two of the sons leaving the firm and starting a sign business of their own across the street. Only a few days after Mr. Marz's death his widow died.

Trouble is in the air on the Midway, which is the popular fashion of designating the University of Chicago. In former years, it has been the custom for members of the senior class to buy pipes two or three months before graduation, on which were engraved class numerals. This year, the undergraduate body has become restless and now declares that it wants things changed so that a student may get his pipe when he is a freshman and thus have it all through his college course. The seniors resent the intrusion on what they regard as their sacred right and several monogramed pipes detected in the mouths of underclassmen have been "confiscated." Meanwhile the world holds back breathless awaiting a decision by the student council.

New incorporations include that of the George A. Reichew Co. for $5,000, to deal in tobacco and other merchandise. The incorporators are William Capesius, Harry L. Strohm and Genevieve Irvine.

With the coming of a regional reserve bank to Chicago, this city will become in a real sense the commercial capital of the nation. The effect upon the cigar and tobacco trade will reach to the core of the business, and the rapid strides which the city has been making for the past few years as a leading distributing center of cigars will be lengthened with the stimulating influence of the regional reserve bank. It is hard for the mind which does not penetrate beneath the surface of things to see in just what manner the coming of this bank will affect the cigar and tobacco business. It will, in fact, have no direct effect. Nevertheless, the additional prestige which will come to the city will boost all lines of business, including the cigar and tobacco business and new businesses of all sorts will be favorably impressed in selecting Chicago as a distributing center.

Fire recently rendered the Liggett & Myers Tobacco Co. homeless. The building which they occupied on Washington Street was damaged so badly by the element that they were compelled to move to the Fort Building. They expect, however, to be soon installed in permanent quarters again.

W. J. Wilson, who was formerly a district manager for the Globe Tobacco Co., has now become a department manager for the Lovell & Buffington Tobacco Co., of Covington, Ky. He will look after Chicago, Northern Illinois, Wisconsin and Michigan.

Recently an attempt was made by some local club women to get an ordinance through the city council knocking out the time-honored custom of attaching a smoker to the "L" trains. The effort failed. One strong argument was that the men have been kind enough to give the woman suffrage here, so why "stir up the animals"?

J. MacMahon, manager of the cigar department of Reid, Murdock & Co., announces that 1913 showed a remarkable increase in the sale of "El Rio-Tan," "Juliana" and "Reubens" cigars. Most progress was made in local territory. Business for the new year on all these brands has started with a rush and the indications are that the coming year is going to be even better than the past. Mr. MacMahon has the assistance of one of the best corps of salesmen in the country, of which G. W. Anderson is one of the leading lights. The cigar department expects to move along with the rest of the big wholesale grocery into the new home across the river some time between the first and fifteenth of March. The cigar department has succeeded in getting about the best quarters in the new place. They will be at the Clark Street entrance on the ground floor. The building itself has been constructed along model lines to house a wholesale grocery. The exterior work, including the wiring, has all been done. The building is of reinforced concrete and fire-proof throughout.

E. B. McKenzie, of the "El Roi-Tan" selling force, has returned from a vacation at French Lick Springs, Ind., much refreshed.

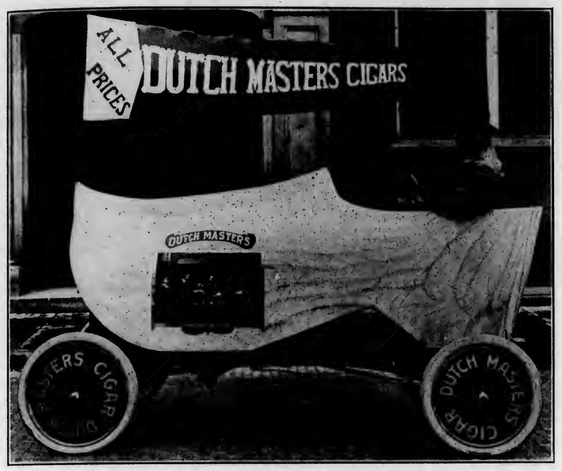
Jacob Dembo, a cigarmaker who lives at 1117 North Ashland Avenue, has been ordered by a judge in the Municipal Court to take Samuel Hadesman, another cigarmaker, and his mother to a theater and treat them to a dinner. Dembo had a quarrel with Hadesman, in which he struck him in the face and tore his coat. When the man's mother interfered he used abusive language to her, it is alleged.

Harry J. Cavanaugh, proprietor of the Woodlawn Cafe, who was arrested for allowing the "26" dice game to be operated in his place, was convicted on five counts before Municipal Judge Fake last week. This was the last effort in the nature of a test case to revive the game, and makes more or less permanent the ban which has been placed upon the "bones" by the city administration.

G. W. WHITCOMB.

Fire Damaged Weil's Cigar Store

The cigar store of Arthur Weil, located at 916 East Main Street, Richmond, Va., caught fire on January 13, and for a time it looked as though serious damage would result. Prompt arrival of a chemical engine of the fire department, however, saved the shop from a heavy loss.



Spreading the Fame of "Dutch Masters"

The illustration herewith shows one of the automobile advertising cars used to spread the fame of "Dutch Masters" cigars, made by G. J. Johnson Company, of Grand Rapids, Mich.

"Dutch Masters" are making a hit in the Middle West, and unique advertising methods are doing much to attract the consumer's attention to this good smoke.

THE FRENCH BRIAR-PIPE INDUSTRY

Produces 15,000,000 Annually—St. Claude Center of Manufacturers—Twelve Steps in Reforming Process

Consul-General Frank Mason, at Paris, sends the following report to the "Daily Consular and Trade Reports":

The brier-pipe industry of France is, for all practical purposes of investigation, centered in the small town of St. Claude, in the Department of the Jura, where not only pipes but cigarette and cigar holders and other kindred necessities of the smoking world are manufactured. So important is the industry at this particular place that all wholesale Paris dealers in smokers' necessities advertise as selling "articles de St. Claude."

The principal sources of supply from which French manufacturers obtain the brier roots are, in order of importance, Sicily, Calabria, Corsica, and, of late years, Algeria. A small quantity is also obtained from the French Departments of the Var, Pyrenees Orientales, and the Alpes Maritimes.

These roots, fashioned into rough blocks containing sufficient wood to make one or more pipes, are sold at 77 cents to $7.72 per gross of 12 dozen. The price varies according to the actual demand and the quality of the roots. these blocks are known as ébauchons, or rough shapes.

In the process of transforming the rough root into the finished article there are about 12 steps, but these may be divided into 4 principal operations, as follows: Ebauchage, or shaping down; rapage, or scraping; polissage, or polishing; montage, or mounting (with metallic band and mouthpiece). Men are employed for these processes, with the exception of polishing; the wages vary from 77 cents to $2.89 per day, the highest salary being earned by very skillful mounters and sculptors. The polishing, carried out by women, is paid for at the rate of 77 cents to $1.15 per day.

The annual production in France is estimated at $1,930,000 to $2,316,000, representing about 15,000,000 pipes. Of these not more than $193,000 worth, or about 2,000,000 pipes, are "unfinished," and are for export. It is said that a large proportion of the so-called "English" pipes are entirely manufactured at St. Claude and are exported ready for sale. This statement also applies to most of the French "manufacturers," who place their orders for pipes, ready branded in their name, with St. Claude factories. Considerable secrecy is observed because of the many attempts that have been made to get inside information and to induce French workmen to go abroad with the promise of extremely high wages.

The average wholesale price of a pipe sold retail at 48 cents is $2.31 per dozen, and this may be taken as a basis for estimating the wholesale price of both the more expensive and the cheaper varieties.

In the French customs statistics brier and other wooden pipes are classed together as "wooden pipes." The exports of wooden pipes in 1911 were as follows: Mounted with ivory, etc., 966 pounds; not mounted, 1,961,080 pounds. The imports of mounted wooden pipes totaled 717 pounds, and the imports of unmounted wooden pipes reached 37,840 pounds.

Kenny Tobacco Company Growing

Having purchased the equipment, stock and brands of the Hyndman Cigar Company, Hyndman, Pa., the Kenny Tobacco Company, of Frostburg, Md., started the manufacture of cigars and stogies in the latter place, January, 1, 1912, with but one operator in the person of G. E. Fisher. In the two years which have elapsed, the business has increased to such an extent that fifteen girls are needed for the requirements of the company, with Mr. Fisher in the capacity of foreman.

It is the intention of the company to increase its output, in addition to conducting an extensive advertising campaign on their goods with their "Night Rider" stogie as a leader. The company also plan to increase their territory.

The president of the Kenny Tobacco Company, James Kenny, is a very wideawake and progressive young man, who has been ably assisted in achieving success through the efforts of his brother, Aloysius, who also has the best interest of the company at heart.

Tampa

New Smoking Tobacco Industry for Tampa—Conference of Tobacco Examiners Over—Sanchez & Haya Get Order for 250,000 "Made in Bond" Cigars—Addition to Celestino Vega Factory About Completed—Board of Trade Wants Cigarette Beetle Stamped Out

TAMPA, FLA., January 28, 1914.

WHEN Horace Greeley uttered his famous command "Go West, young man, go West!" he was without doubt convinced that opportunity dwelt in that section, but in these days of mad pursuit after the elusive dollar, my advice is: "Come South, young man, come South!" and make your headquarters in Tampa. Here you will find live wires and up-to-date methods. Here you will find progress.

For instance: Tampa has acquired another manufacturer of smoking tobacco in the Tampa Tobacco Company, which is located at No. 914 Eleventh Avenue. The new company has taken license No. 9, first issued in 1876, to Seidenberg & Company, of Key West, and will bend every effort to place on the market a pipe tobacco that will achieve a reputation as distinguished as that now borne by Tampa and Havana cigars. The new product which will be composed of Burley and Havana mixed, will be marketed under the title "Night Riders," and should prove a big success.

The conference of the tobacco examiners is over and the majority of them have left for their respective cities. As a result of the meeting, which was decidedly satisfactory to the participants, a report will be formulated making recommendations to be followed by the tobacco examiners for classification of the importation of tobacco, the port of entry having no bearing on the matter, whatsoever. Among those who attended the conference were Edward Kohn, chief tobacco examiner of the port of New York; J. W. Allen, collector of customs, Key West; and F. M. Halstead, chief of the Division of Customs at Washington, D. C., who has left here for New Orleans.

A. L. Cuesta, Sr., and Manuel Sanchez, were among the names suggested for the Board of Governors at the meeting of the Board of Trade, held within the last fortnight.

Among the visitors to Tampa lately, were Charles Bock, of the Bock-Stauffer Company, of Pittsburgh; M. J. MacDonnell, of Yahn & MacDonnell, Philadelphia; and John M. Carlisle, traveling representative for the Liggett & Myers Tobacco Company.

A. Wolf, who represents Cuesta, Rey & Company, in the South and Southwest, left Tampa January 25, for his territory.

G. R. Webb, in charge of the cigar department of Coffing, Reddington & Company, San Francisco, spent some time here as the guest of his brother, W. I. Webb, of the J. M. Martinez Company.

O. J. Lansing, representing Sanchez & Haya, on the Pacific Coast, created quite a pleasant stir when he handed Manager Staehlberg an order for 250,000 of the new "made-in-bond" cigars, to be shipped just as soon as they can be manufactured. The shipment is to be made to Tillman & Bendel, San Francisco. Reports from the Sanchez factory are to the effect that shipments of bonded cigars are being sent forward this week.

Fred Dalton, Eli Witt's well-known salesman, and Charles G. Bush, who so ably represents the P. Lorillard Tobacco Company, were both well pleased with their recent two weeks' sojourn in Cuba.

A cigar dealer from the North recently forwarded a letter to Acting Secretary L. P. Dickie, of the Board of Trade, desiring to be put in touch with "a firm that manufactured good-looking Tampa cigars, to sell at ten dollars per thousand." We might as well say that our pride received quite a fall upon receipt of this request. However, Mr. Dickie at once answered the letter in a very courteous manner, stating that such cigars were not manufactured in Tampa, but that wholesale prices ranged from $35 to $200. We are now wondering whether we will receive his order.

Val Antuono has let out the contract for the immense addition to his cigar factory. The new annex which is to cost in the vicinity of $25,000, will make the factory occupy practically an entire block. Work is to commence immediately on the new building, which will be 39 feet long on Cuba Street and 100 feet long on Lozano Street. A feature will be a large tank to occupy a position 50 feet in the air.

The new three-story addition to the Celestino Vega cigar factory, corner of Cornelia and Armenia Avenues, is practically completed, and will give quite an additional amount of floor space to the company. The new addition is 50 by 45 feet and conforms to the lines laid out for the main building. Among the improvements being made to the factory is an ornamental wall surrounding the building, and the remodeling of the front of the structure, which is to include a portico, besides other features.

The popular "Optimo" cigar, manufactured by Jose Garcia & Company, and extensively advertised by that firm, is having quite a heavy demand, according to local report.

Kuttnauer Brothers in Difficulties

Kuttnauer Brothers, a Chicago leaf tobacco house, which also owns and operates the La Vello Cigar Company, manufacturers of "La Vello" and "Lady Abbey" cigars, have announced that they are in financial difficulties and are now seeking to arrange matters with their creditors in order that they may pay dollar for dollar and also continue the business which they have established. The liabilities of the concern are said to be in the neighborhood of $35,000, all of which is unsecured, it is said. In addition the Bank of the Republic and one or two other concerns are secured creditors to large amounts. Other creditors are G. Falk & Brother, Louis P. Sutter & Brothers, Chas. Waxelbaum & Company, E. Spingarn & Company, William Taussig & Company, A. Cohn & Company, the American Sumatra Tobacco Company and Ernest Ellinger & Company. The creditors have held a meeting, at which nothing definite was arranged. Future meetings will be held, and it is believed that some plan will be formulated which will untangle matters. "La Vello" and "Lady Abbey" cigars have a wide distribution and have increased much in popularity with discriminating smokers during the past year.

Symonett Cigar Company Holds Annual Meeting

The Symonett Cigar Company, of Jacksonville, Fla., recently held its annual stockholders' meeting and elected the following officers for the ensuing year: C. C. Symonett, president and manager; G. B. Lord, vice-president; T. E. Denaley, secretary-treasurer; J. W. Blume, S. J. White, A. E. Wrigglesworth and T. E. Payne were elected directors.

Two new brands of cigars will be manufactured, namely, "Magnet" and "Three Monkeys."

TOO LATE TO CLASSIFY

DIVIDEND NOTICE.
UNION AMERICAN CIGAR COMPANY.

The board of directors has declared a quarterly dividend of ONE AND THREE-QUARTERS PER CENT (1¾%) on the full shares of preferred stock; also a dividend of ONE PER CENT (1%) on the full shares of common stock both payable February 15, 1914, to stockholders of record January 20, 1914. Transfer books will be closed January 20 to February 15, inclusive.

N. D. LEAN, Treasurer.

Salvador Rodriguez, one of the largest clear Havana cigar manufacturers in Tampa, has as his guest, his son Fernando Rodriguez, who arrived in this city last Sunday from his home in New York. Mr. Rodriguez plans to spend some time here.

I append herewith a copy of the resolution drawn up by Acting Secretary Dickie, of the Board of Trade, desiring Congress to continue the appropriation for the stamping out of the cigarette beetle. In this connection Cuesta Rey & Company have been particularly active for some time with experiments having to do with the elimination of the pest. The resolution which is to be forwarded to Florida's representatives in Congress, is as follows:

"Whereas: The United States Government has appropriated money in the past for the bureau of etymology in the Department of Agriculture for the purpose of making investigation concerning the boll-weevil, cigarette beetle and other pests and insects; and,

"Whereas: This department has accomplished great work at their experimental station in Clarksville, Tenn., on Burley tobacco, and in Key West, through their representative looking into conditions of the Havana cigar industry both with the purpose of ridding the United States of the cigarette beetle; and,

"Whereas: There seems to be a doubt as to whether or not an appropriation will be made this year by our government for the purpose of carrying on these experiments; and,

"Whereas: If there should be a lapse of time in these experiments, the past accomplishments would be of little use and in the future the work again would have to be started in its infancy; and,

"Whereas: We think it is of untold value, to have these experiments continued and if possible find a way, of exterminating the cigarette beetle.

"Therefore: Be it resolved by this Board of Trade, to urge our representatives in Congress to use their best efforts in having our government appropriate the sum of not less than $10,000 to the bureau of etymology in the Department of Agriculture for the purpose of carrying on experiments with the cigarette beetle; and, be it further resolved that a copy of this resolution be sent to each of our representatives in Congress, respectfully requesting them to use their best efforts in carrying out the wishes set forth herein."

PERFECTO.

San Francisco

Good Business is Report From the Coast—"Flor De Moss" After Record in 1914—Judell & Company Has "Webster" in Forty Sizes—"Made in Bond" Stamp Attracts Smokers

SAN FRANCISCO, January 20, 1914.

IN spite of the wet weather the cigar business has opened up in pretty good shape. The optimism of the opening weeks of th year is decidedly refreshing after some of the hard luck stories that were current in the trade a few months ago. Some of the big fellows in the business are so cheered up by the improved prospects of 1914 that they have altogether forgotten the depressing tales they told in the fall of the year that is dead. One can now learn that one or another big house has just closed the "most prosperous year in its history," though shortly before that year closed the impression seemed to be that 1913 was at best a rather melancholy affair.

Traveling men working out of San Francisco are making a good start, though most of them are having a very sloppy time as to weather. The rains have been pretty steady ever since the first of the year, and traveling has been more or less uncomfortable and uncertain; but in spite of the mud and wet nothing in the way of cold feet has been reported.

Several of the jobbing houses have added to their outside selling forces, and the curtailing at the wholesale establishments seems to be at an end for the time being. The advertising campaigns for the opening of the year have not yet materialized to any great extent; and the holding on of the rains will probably delay operations in this line for some time. Advices from the interior are all favorable, and the other distributing centers of the Coast are quite generally doing a good business.

Herman Moss, of the S. R. Moss Cigar Company, of Lancaster, Pa., is now on his way westward and should reach San Francisco before the end of January. Mr. Moss made a good record last year, and is returning with preparations for a good boost year.

Charles McCormick, Pacific Coast representative of Y. Pendas & Alvarez, is supposed to be somewhere on his way to his territory. He should reach San Francisco about the first of the month. As before, he will devote himself to the spreading of the gospel of "Webster."

H. H. Manley, Coast representative of the American Cigar Company, is now covering the northern part of his territory, and is expected to be absent from San Francisco for some weeks. R. J. Blaine, who looks after the city trade here during Mr. Manley's absence, reports a good start for the year, especially on the Belmont line.

H. L. Judell & Company have signaled the approach of better times and started the new year with an enlargement of their business. Last year they had a fine run on their "Elisardo" and "Watt" lines, and placed these all up and down the Coast more largely than ever before. Now they have supplemented the old lines by adding the "Webster," high grade clear Havana line of Y. Pendas & Alvarez. This will be carried in forty different sizes. A large stock will be carried in San Francisco, and an active canvass for business will be made at once. H. L. Judell & Company have a live bunch of salesmen, and all of them are now out sending in orders. Emil Judell, junior member of the firm, left soon after the opening of the year for Nevada, where he found business picking up nicely. Charles Kohlberg is now in his San Joaquin Valley territory, where prospects have been greatly improved by the rains. Eddie Allenberg, who has been working Oakland and the neighboring cities, is giving a good account of himself. M. Pizer, another outside salesman, has just left for a few days' work in and about Mendocino County.

S. Bachman & Company are this week entertaining Sol Hart, president, and Henry Hausman, vice-president, of the Hart Cigar Company, a large distributing house of Portland. From San Francisco Messrs. Hart and Hausman will visit Los Angeles and other Southern California points for a short time and will then go North via this city. Besides acting as vice-president of the Hart Cigar Company, Mr. Hausman is the Oregon and Washington representative of S. Bachman & Company.

Arthur Meyer, Western representative of Bustillo Brothers & Diaz, who has been visiting with Michalitschke Brothers & Company, has now started on his long spring trip. This week will be spent in Salt Lake City.

Morgan Gunst, of M. A. Gunst & Company, returned this week from Honolulu, T. H., where he has been spending a week or two. He comes back well pleased with the outlook for the company's Honolulu house.

According to reports the double stamp Havana cigars will be a feature of the high grade business of the Coast this year, though as yet Hyp Bier with his "Jose Vila" line of Berriman Brothers is the only man with the actual goods to deliver to the trade. The dealers are showing a good deal of interest, and reports are that the smokers are also taking notice. Mr. Bier has had no trouble to do business, and some of the other distributors would be glad to get out some of their leading lines with the double stamp thereon. Major Burrows, agent for the "Jose Lovera" clear Havana cigars, has received word that the Lovera Company will make cigars under the new bonding plan at Tampa, and will make unbonded cigars at the New York factory. Major Burrows is not yet informed as to the exact date when he may expect the new goods. Other distributors of clear Havana cigars in this territory are expecting definite information at any time.

Dan McKeller, of Seattle, Wash., distributor for the Puget Sound country, of the Jose Lovera clear Havana cigars, has been in San Francisco this week, calling on some of the local dealers. He has also been spending some time in Southern California, visiting relatives. He told Major Burrows that the Lovera business in the North was coming ahead nicely.

The Edward Wolf Company reports having finished one of the most successful years of its career. This year will be a Manila year for this house, and a good start has been made toward record breaking by adding several new names to its list of traveling salesmen. "La Insular" cigars and cigarettes and "La Prueba" cigars will be the leading lines.

The Hoffman-Moore Company has added a new salesman in the person of Will Geary, who will cover the San Francisco trade in the large district south of Market Street. The remainder of the city trade will be looked after by Joe Triest, who has been with the house for some time.

ALLEN.

AMERICAN TOBACCO INTERESTS NOT CONCERNED ABOUT STORIES OF GERMANY'S INVESTIGATORS

American Tobacco Company Not Interested in Jasmatzi Cigarette Manufacturing Company—Is Controlled by British-American Tobacco Company

AMERICAN tobacco interests are little concerned regarding the reports that the German government will take steps which will mean ultimately government control of the cigarette industry in that country. These stories have been started at frequent intervals ever since the dissolution decree was entered in the American Tobacco case.

The George A. Jasmatzi, Ltd., the German cigarette manufacturing concern which is reported to be under the watchful eye of the German authorities, is controlled by the British-American Tobacco Company, of which James B. Duke, formerly president of the American Tobacco Company, is chairman of the board of directors. Newspaper accounts continue to speak of "Fighting U. S. Tobacco Trust in Germany," but the American Tobacco Company has absolutely no connection with the Jasmatzi concern, except through the fact that certain large stockholders of the British-American Tobacco Company are also large holders of the stock of the American Tobacco Company, and its former subsidiaries. Holders of American Tobacco common stock received stock in the British-American Company by the terms of the Tobacco decree.

The George F. Jasmatzi Company, Ltd., has an outstanding capital of $3,500,000, of which $2,000,000 is common stock and $1,500,000 5 per cent. preferred. The British-American Tobacco Company is the owner of a large majority of the common shares which have been paying dividends for a number of years at the annual rate of 25 per cent. E. F. Gutschow was one of the founders of the Jasmatzi Company and is still a large holder of stock.

Foreign newspaper accounts speak of Mr. Gutschow as the "confidential agent and representative of the trust in Germany." Mr. Gutschow was in New York recently and gave to Dow, Jones & Company the status of the British-American Tobacco Company in the German tobacco industry.

Joseph Steinmetz, who keeps a cigar store on Monterey Street, Gilroy, Cal., is renovating the same. He expects to have the work done shortly and then will invite the public to view his up-to-date shop, which gives promise of being attractive and modern in every respect.

G. Gonthier Dussoulas

GONTHIER DUSSOULAS, a Frenchman of this city, who for years was engaged in the cigar and tobacco business, died at his home, 803 North Eighth Street, on January 26.

Mr. Dussoulas was born in Perigeux, France, eighty-seven years ago. He was graduated from the Lycee Imperial School of his native town, and at the age of nineteen years was a teacher of Latin, Greek and History in a college at Limoges.

In June, 1854, he came to America and went to Frenchtown, Pa., where he was president of the French Mining Company, which was backed by members of the French nobility. In 1860 he went to Lynchburg, Va., where he was in business until 1862, when he returned to this city. His tobacco business dated from 1863, his place being at Sixth and Arch Streets.

For twenty-seven years he was secretary of the French Benevolent Society of this city, and because of his untiring devotion to the cause of French interests here was honored by the French Government in 1898, being made an Officier d'Academie.

The deceased is survived by his widow; two sons, Frederick G., an attorney, and Ernest G., a lithographer, and one daughter, Mrs. Kaspar Hoerner, all of this city.

Peter F. Murphy

Peter F. Murphy, fifty-two years old, head of the firm of Peter F. Murphy & Company, dealers in tobacco and cigars, located at Sixth and Cherry Streets, this city, died early on Saturday morning, January 24, at his home, 345 East Gowen Avenue, Mt. Airy. He had been suffering from a nervous breakdown and had been unable to go to his place of business since Christmas.

Mr. Murphy was a member of the Elks and the Friendly Sons of St. Patrick. For years he was actively affiliated with the Holy Cross Catholic Church.

The deceased is survived by a widow, three daughters and one son.

David Harris

David Harris, retired cigar manufacturer of Rochester, N. Y., expired Monday, January 19, at his home, 61 Greig Street, Rochester, following an illness of about two years.

The late Mr. Harris, who retired from active cigar manufacturing business in Rochester about two years ago, was born in County Kilkenny, Ireland, and early in life came to the United States, the family settling in Albany, N. Y. In 1871 the family removed to Rochester, where Mr. Harris opened a cigar manufacturing establishment. For two years the deceased was alderman in Rochester. He was a member of Branch 93, C. M. B. A., and several fraternal orders, including Wah-be Tribe, I. O. R. M. Besides his wife, the deceased leaves seven sons.

Frank E. Clark

Frank E. Clark, a member of the firm of Clark Brothers, proprietors of a cigar store at 822 State Street, Springfield, Mass., died at the Springfield Hospital on January 12, after a year's illness.

Mr. Clark, who was a well-known Mason, was fifty-four years old. The deceased is survived by a widow, two sons and one brother.

Henry T. Buhmeier

Henry T. Buhmeier, a well-known cigar manufacturer, who also conducted a small retail store on National Street in Elgin, Ill., died on January 11 at the home of his daughter, at 290 Villa Street, that city. Death came suddenly from a stroke of paralysis. The deceased was seventy-three years old. He was born in Rahway, N. J.

Two daughters, Mrs. G. F. Ruppert, of Elgin, and Mrs. Roy Frick, of Tampa, Fla., and two sisters, Mrs. Carey Heer, New York City, and Mrs. Nell Smith, of Brooklyn, N. Y., survive him.

Samuel S. Hauenstein

Samuel S. Hauenstein, a cigar manufacturer and leaf tobacco dealer, died on January 22 at his home in Lincoln, Lancaster County, Pa., after a brief illness. For seventeen years he was a school director in that town and was one of the promoters and a director of the Ephrata and Lebanon Street Railway Company.

William Stolba

William Stolba, president of the Fitchburg Cigarmakers' Union, died in Fitchburg, Mass., on January 12, of acute indigestion. At one time the deceased served as first vice-president of the Boston Cigarmakers' Union.

Mr. Stolba was fifty-three years old.

Henry C. Freitag

Henry C. Freitag, formerly president of the Milwaukee Cigarmakers' Union, died at his home, 744 Third Street, that city, on January 12. He had suffered for nine months with chronic bronchitis, which terminated with heart failure. He was fifty-six years old.

For seven or eight years Mr. Freitag, with his brother, conducted a cigar factory and tobacconists' shop at 671 Third Street. He was born in Baltimore and was considered one of the best judges of leaf tobacco in Milwaukee.

The deceased is survived by two brothers and four sisters.

Charles Jacobs

Charles Jacobs, a retired cigar manufacturer, died at his home, 300 West 109th Street, New York, on January 11. He was fifty-five years old.

William W. Sweisfort

William W. Sweisfort, a veteran of the Civil War and a cigar dealer for many years, died at his home, 1205 Columbia Avenue, Philadelphia, Pa., on January 19. He had been confined to his bed for a month suffering from a general breakdown. He was seventy-one years old.

The deceased was a member of G. A. R. Post No. 1; of the famous Sixth Pennsylvania Cavalry Lancers, being at one time secretary and treasurer of the latter. His widow, who was Miss Martha Rishel, of Danville, survives, with one son, George B. Sweisfort, of Atlantic City. Dr. John Sweisfort, of Danville, is a brother.

Used Tobacco 80 Years; Dies at 110

From a news item we learn that Mrs. Nora Sullivan, aged 110 years, and a user of tobacco for 80 years, died at her home in Potsdam, N. Y., recently. She was born in Ireland and was employed in the household of Daniel O'Connell, the Irish barrister. Seventy-five years ago she came to America.

Those who rave over the relation between tobacco and longevity should have this case brought to their attention.

CLUBDOM SMOKING No. 9

The Fellowcraft Club, Detroit

(This is the ninth of a series of sketches of the leading social clubs of the United States, paying particular attention to the cigar departments, purchasing agents and the favorite brands of each club.)

Articles in this series have appeared on the following clubs:

No. 1—Lambs' Club, New York.
No. 2—Union League, Philadelphia.
No. 3—City Club, Chicago.
No. 4—Olympic Club, San Francisco.
No. 5—The Pittsburgh Athletic Association.
No. 6—The Chicago Athletic Association.
No. 7—The Illinois Athletic Club, Chicago.
No. 8—The Union League Club, Chicago.

THERE is probably no better known "social" organization in the entire country than the Fellowcraft Club in the city of Detroit. There are larger clubs, but none more successful as a purely social place for the tired business men. As the name implies, it is a club for men, who, once inside the culb's domain, cannot fail to forget business and let their minds run to enjoyment and rest, as every diversified pleasure known to clubdom is therein afforded. A bit of the history of the Fellowcraft Club might be interesting to some of our readers.

It was founded some twenty-eight years ago as a traveling men's organization by Commodore Merril B. Mills, then and now at the head of the Banner Cigar Manufacturing Company. At that time, he was traveling representative for one of the large Detroit stove companies, and it was while in Buffalo that he conceived the idea. Mr. Mills had been invited, during his stay in Buffalo, to a session of a traveling men's club in existence for some time, and he was so impressed with the idea of "get together" and becoming better acquainted, that he immediately, upon returning to Detroit, got a dozen of his friends to a meeting at the Banner cigar factory and then and there formed a similar organization. Quarters were secured at Woodward and Larned Streets, where the famous Tom Swan restaurant was located. Everything ran smoothly for a while, and then interest seemed to slow up on account of so many of the members being out of the city. At about that time, some of the newspaper men were thinking of organizing a sort of press club, so an offer was made to the members of this traveling men's club and the deal made, whereby the newspaper men became the sole owner of the lease and furnishings. The name was changed to the "Fellowcraft Club," which has continued ever since. Among those who helped organize the new club were such prominent writers as George P. Goodale, the dean of the dramatic critics, who is still active on the "Detroit Free Press"; Theodore E. Quinby, proprietor of that publication; William Livingstone, now president of the Dime Savings Bank; Patrick C. Baker, a heavy stockholder in the "Detroit News"; John A. Russell, publisher of the "Michigan Manufacturer"; August Marxhausen, Jr., publisher of the "Abend Post"; Frank E. Carter, publisher of the "Michigan Investor," and John C. Lodge, alderman; all of whom are living and active excepting Mr. Quinby. The exact date that the constitution and by-laws were drawn up was in January, 1894.

Any business man in good standing was gradually admitted to its membership, and inside of a few months it had become the leading social club of the city, and comprised all of the best-known men in Detroit. Since then the club has grown until it now has a membership of approximately 700, 180 non-residents and 105 life memberships.

The quarters at Larned and Woodward soon became too small to accommodate the growing membership, and larger quarters were secured at the northeast corner of Farmer and East Grand River Avenue, where the club remained for many years; in fact, until two years ago, when it moved to its present structure on Washington Boulevard, where it occupies the three upper floors of a building erected especially for them, the ground floor being rented for stores and the two upper floors for offices. In this way, they tied up no money in land and buildings, and now simply pay an annual rental.

The new club rooms were fitted up at an expense of over $25,000, $14,000 of which they had in the treasury; when it was decided to move from the old quarters. Dues at that time were only $25 per year, although now they are double.

On the first floor of the club are located the general reception room, reading room, ladies' parlor and offices, while in the rear are sleeping and lounging rooms. The second floor contains the billiard room, with ten of the best tables that money can buy; grill room, private card rooms, bar and cigar department. On the third floor are the ladies' dining room, breakfast room, main dining room, private dining rooms and kitchen. On the roof are three bowling alleys. Special priced luncheons are served for two hours at noon and night, while on Saturday night there is a special table d'hote dinner at $1 that never fails to crowd all dining rooms. A four-piece orchestra renders popular selections on Saturdays from six until eight.

Among the leading cigars handled by the cigar department are: "Lucius," "Aploma," "Cuesta-Rey," "Rigby's Monogram," "First Consul," "Royal Banner," "Swift," "Pastora," "La Azora," "La Preferencia," "William Penn," "Cortez," "Webster," "Optimates," "General Arthur," "Solace," "Rosa de Paris," "Stratford," "Hoyo de Monterey," "Romeo & Juliet," "La Carolina Perfectos," "Partagas," "Bock Panatellas," "Fabrica de Tobacos," "La Verdad," "La Matilda," "White Heather," "Vege Del Rey," "Boldt's Specials," "Pinzon," and the leading cigarette brands, such as "Melachrino," "Fifty-Six," "Philip Morris" and "Fatima." The club does a splendid cigar business as there are a great many "stag" entertainments given throughout the year, and the fact that the club is better patronized than most social clubs also stimulates sales at the cigar stand.

The present manager of the club is R. B. King, formerly steward at the Hotel Cadillac, previous to which time he was manager of the Columbia Club in Indianapolis, before that being for eight and one-half years manager of Young's Hotel in Atlantic City. "I have never come in contact with a finer lot of men than right here at this club," said Mr. King to a representative of THE TOBACCO WORLD. "I have never seen men who take such an interest in their club, who are so enthusiastic and who devote so much of their time to its social advantages. Those are the things which cannot fail to spell 'big success' for any organization."

It is doubtful if any improvement could have been made on the way the club is laid out and the way it is furnished. It is cozy throughout, there is light on all four sides, it is conveniently located, and there is an air of friendliness and comfort about every nook and corner of the whole three floors, even to the special elevator, which carries members exclusively, to and fro.

(Continued on Page 32)

Pittsburgh

Rumor That Acker, Merrill & Condit Will Take Over Pittsburgh Athletic Association Cigar Stand—Fleischauer to Open New Stand—President of Bock-Stauffer Company Off for Key West and Havana

PITTSBURGH, PA., January 21.

THE University of Pittsburgh are having a big campaign. They are going to raise $3,000,000. All cigar stores are displaying the colors of the University, blue and gold, and an advertisement regarding the campaign. Business has opened up and is much better than the early part of the month.

The Jenkinson store, Water and Smithfield Streets, are reporting a satisfactory demand for Liggett & Myers tobacco premiums. They have received a new supply and the articles are now on display in their windows, creating a sensation. The majority of consumers and dealers are very much interested in Liggett & Myers Tobacco Company's coupons.

Brands manufactured by W. Duke's Sons' branch, such as "Fatima" and "Piedmont" cigarettes, are increasing in demand. There is a steady demand for "Richmond Straight Cut" cigarettes in Pittsburgh. All indications show a nice business on this brand for the future.

"Recruit Little Cigars," manufactured by H. Ellis & Company, Philadelphia, Pa., have a wide distribution in this territory, and at present are the leading seller in this line.

Ben. S. Dripps, representing I. Lewis Cigar Manufacturing Company, Newark, N. J., has been on the job since the first of the year, and reports business very good on "John Ruskins" and "Manillanettes."

Harry R. Locke, representing Haworth & Dewhurst among the hotel and bar trade, says the trade on "John Ruskin" and "Plantista" cigars is very good.

J. B. McClements, manager of Reymer Brothers' cigar department, who has for years been a member of council in the town in which he resides, was recently elected president of that body, with Col. Dan Ashworth, Burgess. Both are young hustlers, so "Stop, Look and Listen." The town is Crafton, Pa.

"Cuesta-Rey" cigars were served at the Beefsteak Dinner of the Mercersburg Club, at the German Club, January 17.

James Dyson, of the McClure House, Wheeling, W. Va., was in town January 17.

O. M. Bosworth, of the Denby factory, spent Thursday with the Shipley-Massingham Company.

On or about February 15, A. J. Fleischauer, present manager of the Seventh Avenue Hotel cigar stands, will open a new cigar store at the old location of J. S. Kerns, at Smithfield and Liberty Avenues. Mr. Fleischauer has decided to call his new location the "Afco Cigar Co." The old stand is being remodeled throughout and when completed will make a beautiful appearance. It is the intention of Mr. Fleischauer to carry a full line of smokers' requirements, along with magazines, candies, etc. His many friends wish him all the success possible. Mr. Fleischauer will be succeeded at the Seventh Avenue Hotel cigar stands by his present clerk, John Bering, as manager, who also has the best wishes of all the boys.

At the bi-weekly meeting of the McKeesport Business Men's Lunch Club, "Cuesta-Reys" were on the table.

Kaisten's restaurant, Fifth and Grant Streets, opened on January 19, and a feature of the place is the cigar and cigarette stand, where a full line of both are carried.

"New Bachelor" cigars are being given a boost in and about McKeesport by the Shipley-Massingham Company.

The Seventh Avenue Hotel cigar stand has a very neat window display this week. They are showing "Jenkinson's Best," a product of Bock-Stauffer Company.

Mr. Shapero, representing M. A. Gunst Company, paid us a visit last week and reported a nice business on his pet brand, "Van Dyck."

It's easy to get a smile from Charles Boyle, manager of the Heny Hotel cigar stand. That's why he is a success along with the excellent line he carries.

Charles Bock, president of the Bock-Stauffer Company, is on a business trip in the interest of the above firm. Before returning Mr. Bock will visit Key West, Tampa and Havana, and the other tobacco centers.

Shipley-Massingham Company opened the West Virginia territory this week and enjoyed a big business on "Denbys," "Saramitas" and "Jose Garcia."

Louis Engleman, McKeesport, Pa., has a nice window display of "Charles Denby" cigars.

W. F. Sharples, of Shipley-Massingham Company, was aboard B. & O. Train No. 1, from Cumberland to Clarksburg, W. Va., when William E. Rodda, of Frostburg, Md., a mine workers' organizer, was held up by two thugs and robbed of the records of the union. Mr. Sharples, in attempting to get out of the coach, got in the way of the larger of the two thugs, getting in a little scuffle with him, but not being injured, he continued merrily on his way with "Saramitas."

A rumor in the down-town section has it that Acker, Merrill & Condit will take over the Pittsburgh Athletic Association cigar stand February 1. This gives Acker, Merrill & Condit three of the best cigar stands in the city. They have the Fort Pitt Hotel cigar stand, the Duquesne Club cigar stand, and will now take the Pittsburgh Athletic Association cigar stand. It is rumored that they will send several men here from New York to take charge of the P. A. A. stand.

Reymer Brothers' Fifth and Wood Streets store have several very nice window displays of "Cortez" and "Tadema" cigars. They are also featuring "Florencia" stogies, which sell two for five cents, and are a very nice stogie. They have a very big run on this brand. Reymer Brothers also furnished cigars and cigarettes for the Commonwealth Trust Company's banquet. The cigars furnished were the "Cortez" Perfecto and "Farragut" Panatellas. The cigars were put up two to the package.

F. W. Bailey, vice-president of the Revere Cigar Company, of Detroit, Mich., was in town this week and has placed the account with Haworth & Dewhurst. They make a very nice seed and Havana five-cent cigar called "Paul Revere."

C. A. Gibbs Company have also taken on a new five-cent cigar called "Joy." This cigar is made by Arnold Tietig & Sons, Cincinnati, and it looks like a real "Joy Smoke."

The following were in town in the interest of the cigar business: H. G. Morris, of L. Sanchez & Company, Tampa; E. H. Broidy, of S. R. Moss & Company, Lancaster; Victor Lopez, of V. Guerra-Diaz & Company, Tampa; E. J. Murray, of Frankau Brothers, New York, manufacturers of BBB Pipes; P. Pavon Alvarez, of Jos. D. Reva Company, Porto Rico; M. L. Weiss, of Storm & Fisher Company, New York; L. B. McKetrick, of the Products Company, New York; D. Heine, of Louis Ash & Company, New York; H. L. Rodgers, of Gene Val Company, New York; J. J. Sheridan, of M. Perez Company, manufacturers of "Pinzon" cigars; R. M. Gans, of Gans Brothers, New York; F. J. Metzger, of The Fehsenfeld Cigar Company, Baltimore, Md.

A. J. F.

Arrowsmith Brothers Buy Cigar Store

The cigar and tobacco store, conducted recently by Fred Guyselman, in Urbana, O., has been sold to Walter and Mason Arrowsmith, who will take possession. Mr. Guyselman will return to his position in his father's jewelry store, which he gave up when he entered the cigar business.

The Arrowsmith boys are well known and it is believed that their venture will meet with success. They have announced that they will increase their stock and endeavor to keep a first-class cigar stand in every respect.

CLUBDOM SMOKING No. 9

(Continued from page 31.)

The present officers of the club are Harry Austin, president; Clyde I. Webster, vice-president; William Van Sickle, treasurer; Will A. Waite, secretary, and R. B. King, manager. On the board of governors are J. J. Comerford, J. A. Ballard, elected for three years; Harry Austin, Wm. H. McBryan and Thos. L. Hilton, elected for two years, and R. Jackson, Jr., Will A. Waite and William Van Sickle, elected for one year. The annual election of officers takes place each January.

The entertainment committee of the club aims to have some special attraction at least once a week, either in the form of a lecture, banquet, smoker, or vaudeville, while on holidays and occasions like Halloween there are always "extra doings."

As one member expressed it, "the Fellowcraft is more of an institution for the purpose of creating social intercourse among its members and to extend the hand of goodfellowship, to help each other enjoy the good things of life, to make us smile, and above all, to make each and every one of us better men before God."

AL U. THORNBURG.

Up-State Notes

James Adair & Company, York, Pa., was recently in receipt of a carload of tobacco from Havana.

It is reported that Eli S. Mann will not raise any more tobacco on his farm at Central Manor, Washington Borough, York, Pa.

The A. F. Fix Cigar Factory, Felton, Pa., recently was closed down for a short time owing to a shortage in the tobacco supply.

W. H. Knaub and Charles Hartman have disposed of their interests in the "Smoke Shop," on West Market Street, York, Pa., and Peter Stough, formerly employed there as clerk, has now been appointed manager.

George W. McGuigan, the genial cigar manufacturer of Red Lion, Pa., recently took to himself a wife, in the person of Mrs. Alice Gonsman.

Theodore A. Winter, cigar manufacturer and leaf tobacco dealer, Craleyville, Pa., is again in town, having recently returned from Connecticut and points in the East, where he purchased a good supply of tobacco. The tobacco, which arrived in Wrightsville, has since been transferred to Mr. Winter's warehouse in Craleyville.

Fred W. Dehuff, whose home is in York, Pa., and formerly employed as clerk in "Ye Smoke Shop," 45 West Market Street, that city, has accepted a position as traveling salesman with the P. Lorillard Tobacco Company, having joined the salesmen's crew at Harrisburg, the latter city being the central point of the territory covered.

Having a short time ago purchased from Mrs. Laura J. Smith the large cigar factory on Railroad Alley, Red Lion, Pa., Frank Smith will shortly start the manufacture of cigars in the building.

The cigar factory of Myers & Adams, Dallastown, Pa., having closed down indefinitely January 21, their employees are finding engagements with other factories whose orders are more plentiful. Among those offering employment are W. H. Raab & Son, Fred Minnich and a new factory recently started in the West End by Mr. Blouse.

Following a long period of inactivity, the cigar factory of Charles A. Spatz, Dallastown, Pa., was opened for operations recently. Six cigarmakers formerly in the employ of the Dallastown Cigar Company have been taken on.

L. N. Frederick, district superintendent of the United Cigar Manufacturing Company, of New York, and in charge of the branch factories in Dallastown, Red Lion, Windsor and Yorkana, recently resigned his position with that company.

The New York Cigar Company, Dallastown, Pa., having closed down in December, and being desirous of retaining the main employees, until the factory again starts in operation, sent some of them to other branches controlled by the company. Some went to the plant recently opened at Seven Valleys where ten-cent goods are being manufactured.

WOULD FORM POOL FOR 1913 CROP OF LANCASTER COUNTY TOBACCO

Stranger Promises Better Prices—Object is Apparently to Form Pool—Several Hundred Growers Said to be Active in Movement—General Opinion That No Pool Can be Formed

THE presence of a stranger in Lancaster, registered at the Wheatland Hotel as R. L. Kimbrough, is believed to form the basis of a movement for the pooling of the 1913 crop of Lancaster County tobacco. The stranger, who is believed to be from Lexington, Ky., advertised, locally, that he wanted to see all the growers in the county for the purpose of helping them to secure better prices for their crops in the future. He proposed to buy all the good 1913 tobacco that was offered him. According to the report, several hundred of the six thousand growers of the county went to the Wheatland to see Mr. Kimbrough, and it is said that he entered into an agreement with them.

The packers at once actively interested themselves in the movements of Mr. Kimbrough, and it is stated that they have discovered that his real object has been to get the growers to pool their interests in the 1913 crop. The stranger further intimated, it is reported, that it would be a good thing to establish a bank for the purpose of loaning money to growers, and also to establish warehouses at various points.

The outcome of the matter is that the packers are getting worried and the growers excited at the agitation. There are many willing to listen as prices for the past few years and the idea of a combination will have to have more the average price paid for Pennsylvania leaf was the lowest in the country.

It is pointed out, however, that the matter of forming a pool in Lancaster County, where there are six thousand growers, is a proposition of some size, and the matter is looked upon in some quarters as a joke. Conditions in Pennsylvania are entirely different from conditions in Kentucky. Each man has been going it alone all these years and the idea of a combination will have to be more than a few weeks to soak in, in order to secure results.

Again, it is not amiss to mention that all the large manufacturers, anticipating the poor 1913 crop, have bought sufficient tobacco to be able to skip the 1913 leaf if they so desire.

As a well-known leaf man, in considering the chances of establishing a pool, said: "The growers with good 1913 tobacco need not worry about selling it, it will be bought up without any trouble. There is more 1909 leaf left than there is 1911, 1912 and 1913 combined."

It is understood that the United Cigar Manufacturers, reckoned as the largest purchaser of Pennsylvania leaf, are well stocked up with 1911 and with 1912 tobacco, so that they do not need to look at 1913 leaf. This is said to be equally true of other big manufacturers.

In event of the tobacco being pooled, the only ones to be caught by a boost in prices would be the small manufacturer, but according to expert opinion regarding the formation of such a pool, "it can't be did."

Mr. Kimbrough has promised Lancaster further visits, and meanwhile the growers and packers are looking about to see where they stand.

New Store for Reading

The Reading Cigar Company is the name of a new firm which opened for business with office and salesroom at 255 North Fifth Street, Reading, Pa. The firm will make a specialty of the "Coiner," a nickel cigar made by the Baum-Jaffe Company, of Philadelphia.

Detroit

President's Message Gives Confidence to Business—Hotel Dansants Increase Sale of Cigarettes—Phenomenal Increase of Business on Monroe Avenue—— Detroit Men Cannot Serve Government Unless They Give Up Cigar Business

DETROIT, MICH., January 25.

THIS issue's big news event, so far as Detroit is concerned, is contained in the report current, and said to be authentic, that the Harry W. Watson Company, of Detroit and Flint, had purchased the Snyder cigar stand, next to E. M. Harris & Company, on Woodward Avenue, and would take possession within sixty days. It is understood that the Snyder store has not been a success since its inception, and Mr. Snyder is determined to let go of this as well as other stands throughout the country, operated by him, which do not prove a success. Not long ago he abandoned one of his stores in Toledo. The Churchill stand, on Woodward Avenue, also operated by Mr. Snyder, is doing fairly well. A former clerk said that it was averaging somewhere around fifty dollars per day. The rent is $3000 per year.

The Detroit Automobile Show, the Lake Carriers' Association, and the Michigan Bean Jobbers held their conventions in Detroit the past ten days and revived the retail cigar business. The weather, outside of a few zero days on January 11, 12 and 13, has been very mild and conducive to good business for the retailers.

Right here it might be said that the message sent last week to Congress by President Wilson has caused a greater confidence of business men who operate big industries, and has already had its effect in Detroit. Several large concerns report that since this address, they received big orders which had been pending for some months up to that time. With this aspect the New Year is certainly starting out very auspiciously (not suspiciously). Merchants and manufacturers in every line are now expressing the most optimistic views regarding 1914 conditions. If this confidence continues, retailers will be sure to place big orders for next Christmas, and in all probability earlier than last year.

The J. L. Marcero Company, the Feilbach Company, and the J. B. Moos Company, all of Toledo, O., have petitioned the Federal Court to adjudge Peter Rizos, cigar dealer and confectioner, at 1127 Cherry Street, a bankrupt.

One of the most brilliant functions ever to mark a social season in Escanaba, Mich., was the banquet given at the New Delta Hotel, on January 15, to signalize the opening of that hostelry—the realization of a dream of years. Plates were laid for 250.

There is considerable talk of a new million dollar hotel for Saginaw, Mich., to be erected by the Allyn Engineering Company, of Cincinnati, O.

Rena G. Hoag, manager of the Hotel Charlevoix, Detroit, has tendered his resignation, and will leave the first of May. No definite announcement has been made as yet to his future plans. He may enter the hotel business for himself.

The Dansants started recently at the Hotels Pontchartrain, Cadillac and Tuller are causing an increased demand for cigarettes at these various hostelries. The Pontchartrain dansants are given three times a week from four until six, while the Cadillac and Tuller give their affairs in the evening. The best of society people attend, and all the new dances are indulegd in.

The "Dutch Master" cigar, made by the G. J. Johnson Company, in Grand Rapids, will be the principal cigar to be used in connection with the Funfest to be given at the Hotel Tuller February 7, in the roof garden, by the Detroit Greeters Club, composed of clerks in the various hotels. It is expected that there will be an attendance of at least 750. Already over 400 tickets, at one dollar per, have been sold. There will be vaudeville, beverages, cigars and cigarettes.

A billiard and cigar store has been opened in Vermontville, Mich., by George E. Ramsey.

Sherman Bond, manager of the Boddy House, Toledo, has purchased the Madison Hotel, on Madison Avenue, and will use it to take care of the overflow at the Boddy. It will be remodeled and made up to date throughout. There is considerable talk of a new 600-room hotel being erected in Toledo by a company headed by John Willys, of the Willys-Overland Company, automobile manufacturers.

Roy Bowlsby is now traveling for the Harry W. Watson Company, of Detroit, covering territory in the western part of the State. He was formerly connected with the Federal Cigar Company.

The stork recently brought a bouncing baby boy to the home of U. Grant Hamlin, division manager of Michigan for the Liggett & Myers Tobacco Company. He will be named U. Grant Hamlin, Jr.

Eugene Watson, of the Harry W. Watson Company, is back from a trip to New York and other important cities in the East.

Jack Johnson and wife, of Burns & Johnson, retailers at 20 Monroe Avenue, are back from a two weeks' trip to Chicago, New York and Eastern cities.

The cigar stores operated by the Berghoff, Burns & Johnson United Cigar Company, and the Central Cigar Company, all on Monroe Avenue, have been enjoying an increased business in the past four months that is nothing short of phenomenal. In the first place, Monroe Avenue from Cadillac Square to Library Street, a distance of two blocks, is probably as traversed a territory as any in the United States. From early morning till late at night the avenue is crowded with people going to the vaudeville and moving pictures, there being no less than eight in the two blocks. At about eight o'clock in the evening it is almost impossible to get on the sidewalk owing to the crowds, and most of the time people are walking in the street. The cigar stores are all doing a nice, big business and increasing every day.

The "Reynaldo" cigar was used at the annual meeting of the Detroit Music Trades at the Hotel Charlevoix on January 20. This cigar is proving one of the best sellers at the Charlevoix cigar stand.

Fred Northquist has succeeded Clarence Dutcher in the cigar business in Greenville, Mich.

The Central Billiard Company has taken a lease on the basement of the Barbour Building, Campus Martius and Monroe Avenue, Detroit. It is now located on the second floor of the same structure. It will continue to operate a cigar stand in a small way.

According to the records in Revenue Collector McLeod's office, two Detroit men, appointed at Washington as deputy inspectors under the new income tax law, with a salary of $1200 each, cannot qualify. They are J. H. Molitor and Frank Schoenherr, both of whom filed bonds as cigar manufacturers. Section 3168 of the Internal Revenue Act says: "Any internal revenue officer who is or shall become interested, directly or indirectly, in the manufacture of tobacco, snuff or cigars, shall be dismissed from office and every officer who becomes interested in any such manufacture, or production, rectification, shall be fined not less than $500, nor more than $5000." Either they must dispose of their cigar interests or give up the positions.

Ninety days in jail, with the alternative of a fine, was the sentence imposed upon James G. Woodward in Battle Creek recently. The charge of grand larceny previously made against him was dismissed with the consent of the prosecuting attorney, and he voluntarily entered a plea of guilty to the charge of simple larceny. Up until a few months ago, Woodward was clerk at the Post Tavern cigar store. Discrepancies were found in his account, and the original complaint made, covering only a period of two months, specified $100 as having been taken although it is understood that the entire amount totaled much more than that.

The cigar industry received somewhat of a jolt a few weeks ago, when in accordance with the city ordinance, every sidewalk stand in town was removed. Many of them handled cigars and cigarettes, and while individually none of them did very much, the aggregate amount of business was quite large. At least fifty of these places were put out of existence.

Frank B. Niles succeeds W. V. McMaken as internal revenue collector in Toledo, O.

Grand Rapids has a splendid new hotel, the Mehrtens. C. M. Luce will manage same. It is one of the most modern in the city.

Al Dietsche is on the reception committee of the Detroit Lodge of Elks Committee, which will give a big vaudeville entertainment in February for the benefit of charity.

Charles Fields has moved his cigar store from 502 Ashman Street to larger quarters at 214 Ashman Street, Sault Ste. Marie, Mich. Mr. Fields is probably the best known retailer of cigars in the Soo and surrounding country. He does a fine business the year around, although his harvest is during the summer months, when thousands of people visit the Soo locks. Besides, being in the cigar business, Mr. Fields is City Comptroller and has charge of all the city's financial affairs.

Close to $300 was recently stolen from Reuben Gaugh, proprietor of the Vehicle cigar stand, on Kearsley Street, Flint, Mich. The money was taken from the cash drawer.

L. A. Prout & Son, Levering, Mich., have disposed of their billiard hall and cigar stock to Frank Smith, who will continue the business.

Daniel C. Morea has purchased the store building in Leslie, which he occupies with his restaurant and cigar stock.

William Ried and Grant Sales have formed a co-partnership and opened a cigar store at 413 South Union Street, Traverse City.

Berriman Brothers are pushing their Tampa-made cigars in this territory through Arthur A. Berger, who has opened offices at 503 Whitney Building, in Detroit. He will cover Detroit and Michigan for them.

Police Commissioner Gillespie, in Detroit, has issued an order forbidding the shaking of dice in cigar stores and has given instructions to his men to confiscate all goods given in this way. He will also not permit the use of punch cards of any sort.

Walter James, of the John W. Merriam Company, visited here the past week. Also Leo Weiss. Theo. Werner and Victor Thorsch, of T. J. Dunn & Company, makers of the "New Bachelor" cigars, were working the town, and produced good results. Charles Morris, of Charles S. Morris & Company, was another recent visitor here.

Among the leaf tobacco men here lately have been Billy Levison, Harry Nathan, Mose Eisenberg, Karl Kaffenberg, Howard Kinney, Jules Marqusee and C. S. Sarley. All report good business prospects.

Charles L. Waxelbaum, Sumatra importer of New York City, is now represented in Detroit by Alfred Rothschild, formerly of the firm of Rothschild Brothers, tobacco dealers on Jefferson Avenue, and who discontinued business about a year ago.

(Continued on Page 36)

Key West

Indications of Brisk Business in 1914—Holiday to Celebrate Running of First Train From Mainland—Francisco Guito Back in Town—President of Havana-American Company a Visitor

KEY WEST, FLA., January 27.

THE business of 1914 with our cigar manufacturers has now begun in real earnest. At all of the factories there are healthy indications of a brisk winter run. While shipments as yet have not shown any increase over the figures of the same date last year, it is due to the fact that some of the factories were delayed in resuming. As they are all now in active operation some large shipping may be looked for within the next ten days or so.

Among the prominent members of the trade who have been visiting the city last week was Emilio P. Cordero, of the "Mi Hogar" factory, of New York City. He was accompanied by his wife and has since left for Cuba, where he will make large purchases of choice leaf for his shop. Mr. Cordero is another of the many clear Havana cigar manufacturers of the United States, who cannot see the point where any benefit is to accrue from "the made in bond ruling."

A cablegram was received at the office of the E. H. Gato Cigar Company on the 15th inst., which conveyed the sad news of the sudden death at Havana of Nestor Myras, son-in-law of Eduardo H. Gato, Sr., Key West's pioneer cigar manufacturer. The deceased was about thirty-seven years of age and is survived by his widow and three children. E. H. Gato, Jr., and Thomas H. Gato, who went on the same date for Havana for the purpose of attending the funeral, have since returned and resumed their duties at the factory.

Mr. Falkenstein, of S. Bachman & Company, is expected to reach town tomorrow.

Fred Artotopago, office manager of George W. Nichols & Company's "Solace" factory, is back again from a short vacation spent at Newbern, N. C. This shop received the largest invoice of tobacco of 1914, getting in 166 bales last week.

Thursday, January 22, was the second anniversary of the arrival of the first train to Key West from the mainland. The day was a holiday and was generally observed by our citizens.

Antonio Nales, who recently took out a factory number, is busy getting things in shape to begin operations. He prepares to take a run through Northern Florida and Georgia very soon in the interest of his shop.

Francisco B. Guito, of F. B. Guito & Company, is back from a trip to Jacksonville, Fla., where he attended the conclave of the Grand Lodge of Masons. During his stay in that city he succeeded in securing a few orders for his shop.

Sam Thompson (Thompson Brothers), left last week for Havana to purchase leaf for his factory.

A. L. Sylvester, president, Havana-American Company, passed through town last week en route from Cuba to Tampa. Domingo Milord, for many years a valued attache of the company, recently received his commission from the Cuban Government as Vice-Consul at this port, succeeding J. M. Garcia Cuervo, who has been promoted to Consul at Colon, Panama.

A. Aurelio Torres, the genial president of the Principe de Golfo Cigar Company, is back from a highly successful trip to Northern Florida.

Little is now heard of the bonding factory proposition and it is not likely there will be anything doing along this line till some time to come. The M. Perez Company has not as yet qualified and they do not seem to be very much in a hurry to place their factory premises under government supervision.

Jaime Pendas, manager of Manda & Company, who has been putting in a few days visiting the leaf growing districts of Cuba, is back again at his post at the factory.

A. D. Silveria, foreman of the picking rooms of the Martinez-Havana Company, is back from Havana, where he went to attend the funeral of his mother. At the factory business is reported O. K.

Vice-President A. B. Jockel, of the Ruy Lopez Co., after visiting in the city for several weeks, has returned to New York headquarters. At the factory business is in excellent shape and they added to their force of cigarmakers yesterday morning.

Jose M. Diaz, of Bustillo Brothers & Diaz, passed through town recently en route from Havana to Tampa factory headquarters.

"Stag," the "everlastingly good" tobacco, manufactured by the P. Lorillard Company, is being boosted by the local evening paper.

The Cortez Cigar Company is receiving large orders and is operating with a fair force.

Miss Fannie Nottage and Mr. J. T. Reed were united in marriage here on the afternoon of the 20th inst. The bride is a step-daughter of Mr. Francisco Fleitas, of the "Homerica" factory of S. & F. Fleitas.

Tobacco Statement:

Imports of leaf in bond for two weeks ending January 16, 1914:

Martinez-Havana Company,	129	bales.
Moreda & Company,	16	"
Total,	145	"
Withdrawals,	67	"

INGLACITA.

Tobacco Deal Causes Suit for Damages

Geo. W. and Emil Watjen, doing business as D. H. Watjen & Company, of Bremen, Germany, having offices in New York, have brought suit in the Federal court at Louisville, Ky., against the Louisville Tobacco Warehouse Company, claiming damages in several sums, totaling $15,343.76.

The plaintiff declares that in the summer of 1912, between July 29 and August 12, it purchased seventy-seven hogsheads of leaf from the defendant company for the sum of $8601.79.

On arrival in New York, petition states, the hogsheads were found to be of a quality inferior to samples previously submitted, on the basis of which the sale was made. The tobacco was shipped back to the defendant, rejected.

It is claimed that the cost of transportation and of inspecting the hogsheads cost the plaintiff $781.63. Before the inferiority was discovered, states the petition, the tobacco was paid for.

In another instance, states petition, 245 hogsheads of dark leaf were purchased from the defendant company, in two separate transactions, for a total price of $27,261.86. It is declared that this tobacco was found inferior to previous samples, and that through this inferiority the tobacco in the 245 hogsheads depreciated in value to the sum of $5960.34.

The petition states that the payment of these various sums, with interest, has been demanded and refused by the defendant. Plaintiff prays a judgment against the defendant for the several sums of $8601.79, $781.63 and $5960.34, with interest from the dates of the sales and costs in the case.

Wellsburg Stogie Company Has Plenty of Orders

Since the Wellsburg Stogie Company incorporated and enlarged their plant they have enjoyed business far beyond their expectations. According to a report they are putting forth every effort to keep up with the orders for "Blue Ribbon Big Havanas," and are still working day and night to do so.

Annual Meeting of Tobacco Growers

The annual meeting of the New York State Tobacco Growers' Association will be held in the Village Hall, Baldwinsville, N. Y., on Saturday, January 31. During the past year its influence has been of advantage to tobacco raisers in regard to tariff legislation and the securing of laws under which the growing of crops might be fostered. The organization has secured advantageous rates for fertilizer shipments, a good protective tariff and a government technologist, George W. Harris, who for the past several years has conducted tobacco crop experiments in and about Baldwinsville and Central New York.

Yeggmen Blow Open Safe and Get $2000

Quiet work on the part of yeggmen permitted them to blow open the safe of Harry Blume's cigar store at 296 Grand Street, Manhattan, and walk away with $2000, without disturbing a policeman who stood at Grand and Allen Streets, less than one hundred feet away.

The robbery occurred on the evening of the 18th, when the receipts from Saturday and Sunday were thought to be securely guarded in a "fire-proof." So neatly was the trick put over that none of the tenants in the upper five stories of the building in which the store is located heard a sound.

The janitor was going his rounds about 2 A. M. on Monday morning when he saw a light in the office and ran out to get the policeman on the corner, but when he returned the robbers had fled. In their haste they left a perfectly good set of tools behind.

Cleveland

1914 Orders Fill City Cigar Factories—Manufacturers Feel Lack of Hands—Retailers Prosperous—Many New Stores Livened Trade in 1913

CLEVELAND, January 26.

INVENTORY season is over and practically all the factories are working full blast, trying to make 1914 a bigger year than 1913.

The past year saw Cleveland make a great bound toward the top of the ladder in the point of producing high-grade merchandise.

Cleveland products went to every corner of these great United States and the demand for Cleveland merchandise far exceeded the supply.

The greatest drawback Cleveland has for not being at the top rung of the ladder is due to the lack of labor. In nearly every factory the writer has been in he has met with the same cry: "Business is O. K., but it would be a great deal better if we could get the labor to turn out our orders."

The retailers have enjoyed an immense success the past year. Practically all stands that were in business at the start of 1913 are still at it and showing a nice increase.

Nate Seideman added another store to his chain the past year, namely, the one at the corner of West Twenty-fifth Street and Detroit Avenue. This busy retailer in fact has changed all his locations. He was forced to vacate his stand at West Ninth and Superior Streets, to make room for the new high level bridge. He moved this stand directly across the street and changed the policy of runnig it, keeping his pool tables in a separate room, closed off entirely from the cigar store. He bettered himself by moving into the Snyder location at 519 Superior Avenue, N. W., which they were forced to vacate owing to the expiration of the lease.

Pyle & Allen have retained all their retail stands and added several new ones to their chain. Having taken over Louis Stiglitz's stand at East Fourth and Prospect; remodeled the stand at East Ninth and Vincent, vacated by the Louis Klein Cigar Company, and opened a stand at the corner of Chestnut and East Ninth.

The Snyder organization increased their chain of stores, practically doubling it, they having taken over all the stores owned by The R. & W. Jenkinson Company. They gave up one of these stands located at lower Superior Street, due to the expiration of their lease.

The Fred G. Gollman Cigar Company added another stand to their chain the past year, namely, the one at the north and the old Arcade.

Dave Blum also added the cigar stand in the Moreland Hotel. This gives him two stores on the avenue, the other being located at East Ninth and Euclid.

Mr. Glucksman improved his chain of stores, opening up in the Leader-News Building. This was where Mr. Glucksman first started in business, and is in one of the best locations in the city.

Several new cigar stands and chains of stores have opened here the past year, chiefly among which are the Richland Cigar Company, with two stores, and the Consumers, who have one store running and will open another very shortly. This new stand will be located in the Wilkshire Building, and will be run under the management of Mr. Al Cohn.

The many friends of George Bassett, who runs The Empire cigar store, located at 826 Prospect Avenue, will be pleased to hear of his recovery from his recent illness. Mr. Bassett is attracting a lot of attention to his store these days by a display of all kinds of fruit, raised on his land in the Isle of Pines. Mr. Bassett is threatening to dispose of his interests here and spend the rest of his days on his Island property.

Grover Mendelsohn, of The Mendelsohn Company, has left on a trip through the Western territory and expects to be gone several weeks, putting a campaign on "Decisions," "El Symphony," and "Rigolettas."

All the men of the Shields-Wertheim Company, who were here attending the convention, are all back on their territory and are beginning to send in nice business on "La Saramitas" and "Saramita Fives."

The Euclid Arcade cigar stand, under the management of Everett B. Lausten, is coming to the front nicely and is proving to be one of the leading stands in the downtown section.

M. E. Loeb, of Canton, was in town the past week.

William Steiner was in town the past week, displaying a picture of a packing and banding machine, which was of great interest to the local manufacturers.

Cleveland is witnessing many and varied displays of cigars, but those that are attracting especial comment are on "La Saramitas," which you see everywhere you gaze. And in the "Pastora" display, in which a cigar is seen revolving about a white disc in pursuit of a feather. Also the electric display signs being put out on "The Decision" cigar.

JERRY.

"Cuesta-Reys" in Wheeling, W. Va.

The Wells Cigar Store, at Wheeling, W. Va., have a splendid window display on "Cuesta-Reys." The cigars were supplied to this company by the Shipley-Massingham Company, of Pittsburgh, Pa.

Italian Tobacco Dealers Complain

The retail tobacco dealers of Italy have protested strongly against the recent decree by which the price of tobacco, cigars and cigarettes was suddenly raised. Their protest, however, is not against the increase in the price of tobacco, but against the decrease of their commission, which is the ultimate result of the decree. They claim that their commission has virtually been reduced from an average of 9 per cent. to 7 per cent. There has been a movement among these retailers to compel the Government to better their condition. In answer to their complaint, the Government said that they had no reason whatever to be discontented with the new prices, for, while they lose a few cents on some articles, they undoubtedly gain with the higher prices on the more popular cigars.

New Factory for Miami

H. H. Pinder, who has been manufacturing cigars in Orlando, Fla., has closed his plant at that place and opened a temporary factory on Eleventh Street in Miami.

Mr. Pinder has purchased a home in Riverside and expects to secure a factory to replace his temporary one that will seat from fifty to one hundred hands.

Cigar Factory for Dubuque

The cigar factory recently started in East Dubuque, Ia., by the firm of Ring & Johnson, is now well supplied with orders and will be busy for some time to come. The people of Dubuque have been called upon to smoke the products of their home factory, and every effort is being put forth to establish the factory as a stable industry of the city.

Maiolani Brothers in Voluntary Bankruptcy

Maiolani Brothers, merchants, of 1301 West Main Street, Richmond, Va., have filed a petition in voluntary bankruptcy in the Federal court, placing their liabilities at $1149.67, with assets totaling $600. The principal creditors are Frank W. Carter, R. L. Christian & Company, Christo Manufacturing Company and Cliff Weil Cigar Company.

Art Gift From Horner Tobacco Company

This office is in receipt of a handsome art calendar from the Horner Tobacco Company, Dayton, O. The scene represents an old English living room, furnished for comfort, its already cheerful aspect being heightened by the sunlight streaming through a window. Seated near the table with their great long pipes and glasses of punch near at hand, are two gentlemen, one much older than the other. Both are being entertained by a seemingly friendly card trickster, judging by the cards he holds in his hand and the remaining ones on the table. The picture is entitled "When Good Fellows Get Together," and is a splendid example of the printer's art. We deem ourselves fortunate in being numbered among those receiving the calendars.

DETROIT

(Continued from Page 32)

John A. Gerow, for many years associated with the firm of Daniel Scotten Tobacco Company, died on January 10. He was sixty-five years of age. He was also at one time manager of the Michigan Tobacco Company, in Detroit.

Leland Skinkle has reorganized his cigar business and reincorporated under the name of the City of the Straits Cigar Manufacturing Company. The capital stock is $50,000. The principal stockholders are Charles A. Connor, Leland O. Skinkle and Allan Bricker, all being equal holders of stock in the concern.

It is reported that Best & Russell Company have signed a lease for the cigar store to be located in the new Orpheum Theatre Building, corner of Lafayette and Shelby Streets, to be completed May 1. For many years there was a cigar store on the same spot, operated by Ambos Company.

AL U. THORNBURG.

Los Angeles

"Cinco" Cigars Had Big Year in Los Angeles—"Portuondo" Smokes Selling Well on the Coast—Many Window Displays on "San Felice"—Klingenstein Company Working on Regensburg Products.

LOS ANGELES, CAL., January 21, 1914.

BUSINESS is keeping up remarkably well in Los Angeles, and dealers as well as jobbers of this city report that they are well satisfied with the early 1914 business.

Sam Foster, running a cigar store in front of the Colorado barber shop, has decided he needed a little rest; so he called on the Los Angeles Board of Trade, and after listening to his troubles, Mr. Peters, secretary of the Board of Trade, seconded his motion that he needed a rest. So Sam turned over the keys and a list of creditors. His liabilities were about $3100; assets, $60 stock. Sam has played no favorites, as the list shows practically all the jobbers' names on it.

Warner Searle, Coast representative of the Juan F. Portuondo Company, has been in this city the past few days, visiting his jobber, Klauber-Wangenheim Company, and left much pleased, as the "Portuondo" is selling very good around here.

The Max Roth Cigar Company, of this city, informs your correspondent that they have just closed one of their most prosperous business years. The reason can easily be seen when one is told that they carry two of the most popular and best selling brands in the "Bachelor" and "El Wadora" staple. The bulk of the work falls on the shoulders of Mr. Max Roth, head of the concern, and too much credit cannot be meted out to him. What's more, he deals on the square at all times and good business is the reward.

Harry Havel, city salesman for Klauber-Wangenheim Company, has broken all records the last three days by selling 14,300 "Optimo" cigars, assorted sizes. All hope he will keep up the good work.

"Sarzedas" cigars are getting quite a distribution through the notable cafes and saloons of this city. J. J. Gans Brothers report a splendid business on the brand.

Anthony Schwamm, Coast representative for P. Lorillard Company, is doing great work with "Stag" tobacco. The "Stag" five-cent tins are gaining friends every day in this section.

The best seller at Ed Cohn's cigar store is "San Felice." Ed says "San Felice," first, last, and all the time.

The M. A. Gunst Cigar Company have arranged in all their windows, in all their retail stores, "Van Dyck" displays. They are exceedingly attractive.

Fred Barman & Brothers are busy these days looking for new locations for retail stores. In the past few days, they have signed up a few good leases. The last one is going to be the cream of them all. It is to be at the corner of Sixth and Spring Streets.

"Don Remo" is again much in evidence throughout the city, as M. A. Newmark & Company have just received a large shipment. Joe Goldsmith and Fred Conwell are very busy filling orders for "Don Remo." This cigar is gaining ground every day. At the present time M. A. Newmark & Company are making a strong window display campaign on the brand. Mr. Allen Davis, maker of this cigar, is expected here next week to look over the work.

George W. Walker Cigar Company, Beck & Company's successors, report "Henry the Fourth" cigars (Bustillo Brothers & Diaz) selling very good. The Queen sizes are outselling all others.

Rob Gans, of J. J. Gans Brothers, known as the "only" live wire in the cigar game hereabouts, has just returned from the Imperial Valley, having completed the most successful trips on record. "Tom Keene" and "Lawrence Barrett" were his sellers and he brought home the bacon. Rob is off again for Bakersfield.

Morris Burke reports that he is having a nice run on "Reynaldo" cigars.

A number of "San Felice" window displays have been put in around town during the past week and show up as artistic and attractive to the eye.

Ike Wentworth is still on the job, boosting "Lovera" cigars with great success. "Ike," as he is called by all his friends, has put forth a resolution which is some "resolushun." He swears he will increase the business on "Lovera" cigars and on the face of the fact that he is no slouch, he should fulfill his resolution, and then some.

A. Mussatti, at 600 San Fernando Street, is having a fine sale on "Reynaldo" cigars. Morris Burke, distributor of the "Reynaldo" cigar has had made a glass sign, measuring ten by twelve feet, advertising "Reynaldo" cigars. This he installed at Mr. Mussatti's store and is a very attractive piece of work.

The Klingenstein Company is preparing for a big advertising campaign on "La Preferencia" cigars. They are placing numerous window displays of this brand about the city. "Milo" and "Duke of York" cigarettes, manufactured by the Surbrug Company, are moving most satisfactorily.

George J. Yocum is here spending some time with the Klingenstein Company.

"Admiration" cigars, manufactured by S. Fernandez, are carried by the above-named concern and are showing remarkable increases daily.

They are also having some elegant window displays of the "American," manufactured by E. Regensburg & Sons. "Cinco" is causing a greater demand as time goes on.

ALKALI.

Letters to the Editor

"World" Has the Goods as a Trade Paper

WELLSBURG, W. VA., January 19, 1913.

Editor, THE TOBACCO WORLD,
Philadelphia, Pa.

Dear Sir,—Pardon us for not having remitted earlier for our subscription for THE TOBACCO WORLD.

We think "you've got the goods," when it comes to a trade paper.

Wishing for THE TOBACCO WORLD a prosperous 1914, we are

Very truly yours,
THE WELLSBURG STOGIE CO.,
W. T. MCCREARY, Sec'y and Treas.

Names of Factories Wanted

POUGHKEEPSIE, N. Y., January 21, 1914.

Editor, THE TOBACCO WORLD:

Dear Sir,—Please inform us as to the names and addresses of the manufacturers listed under "Factories 1226 and 906, Ninth District of Pennsylvania," and oblige,

Yours very truly,
KUSTAS & CHAMBERAS.

Answer:—Factory No. 1226, Ninth District of Pennsylvania, Samuel F. Kreidel, Spy, Pa.; Factory No. 906, Ninth District of Pennsylvania, Federal Cigar Company, Logan, Pa.

Address of Ninth District Factory

BOYERTOWN, PA., January 21, 1914.

Editor, THE TOBACCO WORLD:

Dear Sir,—Please let me know the name and address of the manufacturer listed under Factory No. 533, Ninth District of Pennsylvania, and oblige,

Yours very truly,
CLAUDE C. GRAEFF.

Answer:—Factory No. 533, Ninth District of Pennsylvania, W. J. Neff & Company, Red Lion, Pa.

Fire Destroys 40,000 Pounds of Tobacco

A fire in the warehouse of Wesley Coleman, at Stout, O., destroyed 40,000 pounds of tobacco stored there. The leaf was of excellent quality. The fire occurred on the 16th.

Ford Tobacco Company Wants to Change Name

The Ford Tobacco Company has filed an application in Nashville, Tenn., for an amendment to its charter to change the name of the company to "The Union Tobacco Works."

Ex-City Treasurer Michael J. Boland has purchased an interest in the Bugbee & Brown Company, cigar and tobacco dealers, on Main Street, Biddeford, Me., and will begin his duties as treasurer there immediately.

Indictment Against Leaf Tobacco Dealer Quashed

A. U. Johns, a leaf tobacco dealer of Trenton, O., who was indicted several months ago on charges of violating the internal revenue laws relative to making returns on leaf tobacco handled by him, was dismissed by Judge Hollister, of Cincinnati, who quashed the indictment.

The action of the court followed the announcement of District Attorney McPherson that Mr. Johns had compromised the case with the Internal Revenue Commissioner at Washington.

Leaf Tobacco Market

PENNSYLVANIA

LANCASTER, PA.

Owing to the cold spell stripping has been held up, but as a matter of fact most of this work was finished before the cold snap got to the crops.

The strike situation in regard to the cigarmakers is not taken seriously, although the packers say they feel it somewhat. However, as most of the manufacturers with the exception of the large ones are short on stock, things are picking up.

The talk of organizing a pool for the 1913 crop in Lancaster County has been the main subject of conversation, although candid opinion expresses a doubt as to its possibility or feasibility. The fact that there are 6000 growers in the county and that only some 200 have fallen in line is not looked upon as auspicious for the pool.

It may be that the talk of a pool has encouraged the packers to ask for higher prices; at any rate they are doing it. This has had some effect on sales, but the knowledge that many of the factories are short on stock encourages the belief that the packers will get what they ask.

Although there seems to be no big buying movement, it is evident that one by one the crops are being quietly bought up, but not much is known as to prices.

The packers are not overburdened with stock at this time, except of course, the 1909 leaf. As has been previously stated, this crop is moving quietly, and there is much less in the market than is generally supposed; 1910 and 1911 is practically all bought up, but there is some 1912 still in the hands of dealers.

The fact that little buying has been done and that crops are low would indicate that a big buying movement is about due. If it comes in a rush, the growers may be able to get a little more than they originally expected for their crops.

WISCONSIN

EDGERTON, WIS.

The weather during the past week has given the growers a chance to take down the last of their tobacco and to complete the stripping.

At the warehouses most of them are working to full capacity, and the work is progressing to the satisfaction of all.

Some contracts have been placed for the low grades and it is noted that the prices for the same are somewhat under the figures of a year ago.

There is a noticeable lack of the big receiving days, such as have featured other years. The delivery of early purchases is steadily going on, but they are coming in small lots.

The shipments out of storage for the fortnight will approximate about 700 cases.

TENNESSEE

CLARKSVILLE, TENN.

The past week has been one of unusual activity in the Black Patch in the loose leaf market. The damp weather has permitted the work of stripping to continue, and this has increased deliveries.

The larger part of the deliveries have gone to the rehandling houses, although the prizing houses have received a reasonable share. Prices on the loose leaf floors have ranged from three and one-half cents for trash, to eleven cents for the better quality leaf.

There is a dearth of better quality leaf and this is thought to be due to the activity of the buyers in the country. The entire Clarksville district has been gone over thoroughly and while there is a lot of good leaf still unsold, it is said to be inferior to that already bought.

The association has not yet offered its tobacco, but is expected that certain types will be marketed shortly. The association still holds nearly 200 hogsheads of the old crop, most of it, however, is of a nondescript character.

KENTUCKY

LEXINGTON, KY.

Receipts have been light for some days past, but the quality has been good and the prices have been steady and strong. Most of the leaf is a trifle too dry to handle, but it is expected that as soon as a good rain comes the receipts at the warehouses will increase considerably.

During the past week the floor space of the warehouses has been taxed to capacity.

HOPKINSVILLE, KY.

The sales on the loose leaf floors for the past week again went above the half million pounds mark. The sales have been heavy every day and the buyers have been keen. There were no fancy tobaccos offered and hence no fancy prices, but the figures for the different grades have remained strong.

With the exception of the low and trashy grades, the prices held up well through the week. The condition showed improvement as far as wetness was concerned, but the cold spell had frozen this out and caused the leaf to be rough.

THE CAROLINAS

KINGSTON, N. C.

The cause of the small number of pounds being placed on the market at present is not settled in the minds of all who have to do with the tobacco market. Some think that the slowness with which the weed is being brought into the market is due almost altogether to the dry and rather cold weather, which makes tobacco bad to handle unless the proper apparatus is had for casing it.

And then there are many who think the farmers are being kept away by what seems to be a low price, the average price for the past week being around fourteen and fifteen cents per pound. Looking at the average price, the farmer gets the idea that the price of tobacco has fallen and that his crop will bring but little of its real value if placed on the market, and therefore he keeps his tobacco waiting in his barns. This is undoubtedly one of the causes for the small quantity of tobacco being placed on the market. But the idea that the price of tobacco has fallen is largely erroneous. It is practically as high now as it was last fall, when the average price was soaring around twenty cents per pound.

The buyers of every house in the city and of houses out of the city are now on the floors of the several warehouses, and the prices are undoubtedly better now than they will be when the market is left to two or three buyers to take the tobacco offered at their own prices.

Russian Tobacco Crop

Consul John H. Grout, at Odessa, sends the following report to the "Daily Consular and Trade Reports":

Owing to the increasing value of land and cost of labor, as well as the exceedingly low prices brought by tobacco of the lower qualities, the tobacco industry in Russia saw a reduction of area under cultivation in 1913 as compared with 1912, amounting to 28 per cent. in Bessarabia, 26 per cent. in Tchernigov, and 16 per cent. in Poltava. In a number of localities near sugar factories tobacco growing is being given up in favor of the cultivation of the sugar beet.

Prices ranged as follows, according to locality: Kief, from $2.99 to $8.83 per 100 pounds; Orel, from $1.72 to $3.27; Poltava, from $1.43 to $5.98; Riazan, $0.83 to $4.13; Tambov, from $0.86 to $1.43; Tchernigov, $1.43 to $1.77; Tula, $2.13 to $2.85; Voronezh, $1.43 to $1.72. These prices were paid for large and uniform lots, while small lots from poorer farmers brought even less. Finer qualities of tobacco, which are produced in moderate quantities in Bessarabia, the Crimea, and the west coast of the Caucasus, are sold at much higher prices, ranging as high as $42.78 per 100 pounds in some instances.

The production for 1913, as regards quality and quantity, did not fully come up to expectations. When the time came to cure the plants much difficulty was met with owing to frequent rains and dampness. Russia is not expected to have any considerable surplus of tobacco for export from the 1913 crop.

German Tobacco Harvest

Consul-General T. St. John Gaffney, Munich, has sent the following report to the "Daily Consular and Trade Reports":

The German tobacco harvest for the year ended June 30, 1913, amounted to 85,740,492 pounds. The plantation area was 38,983 acres and the average harvest per acre was 2200 pounds, with a value of $136, the highest average value per acre since 1908. The largest amount and the highest value per acre were found in Alsace-Lorraine, where the figures were 2759 pounds and $279, respectively. The total harvest of 1911-12 amounted to 64,332,868 pounds, the area planted was 42,049 acres, and the average yield per acre was 1530 pounds.

The crop of 1912-13 was valued at $5,286,831 (not including the tax) and the average price was $6.17 per 100 pounds, while the crop of the preceding year, which sold at the average price of $6.42 per 100 pounds, was valued at $4,127,472. The chief producing States and the value of their crops in 1912-13 were as follows: Baden, $2,403,621; Prussia, $1,161,912; Bavaria, $785,820; Alsace-Lorraine, $699,316.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 236 Chestnut Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

REGISTRATIONS.

HOOP DE DOO:—29,650. For cigars. January 13, 1914. Paul Lacally & Thomas Greely, Newport, Ky.

THE LINCOLN DRIVE:—29,651. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 13, 1914. H. A. H. Cigar Co.

STEDYNERV:—29,652. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 13, 1914. National Cigar Co., Detroit, Mich.

LITTLE VILLAGE:—29,653. For cigars, cigarettes, chewing and smoking tobacco. January 14, 1914. Applefield Bros.

CONGO SPECIAL:—29,654. For cigars, cigarettes, chewing and smoking tobacco. January 14, 1914. Applefield Bros.

LASO:—29,655. For cigars. January 12, 1914. Petre, Schmidt & Bergmann, Philadelphia, Pa.

SOCCER 5:—29,656. For cigars, cigarettes, chewing and smoking tobacco. January 14, 1914. H. C. Wireman, Hanover, Pa.

SOCCER:—29,657. For cigars, cigarettes, chewing and smoking tobacco. January 14, 1914. H. C. Wireman, Hanover, Pa.

HAVANA TIMES:—29,658. For cigars, cigarettes, cheroots, smoking tobacco. January 14, 1914. A. Z. Sherk & Co., Reading, Pa.

HAVANA BORN:—29,659. For cigars, cigarettes, cheroots, smoking tobacco. January 14, 1914. A. Z. Sherk & Co., Reading, Pa.

HAVANA BRED:—29,660. For cigars, cigarettes, cheroots, smoking tobacco. January 14, 1914. A. Z. Sherk & Co., Reading, Pa.

HAVANA CREDIT:—29,661. For cigars, cigarettes, cheroots, smoking tobacco. January 14, 1914. A. Z. Sherk & Co., Reading, Pa.

TRUE BORN:—29,662. For cigars, cigarettes, cheroots, smoking tobacco. January 14, 1914. A. Z. Sherk & Co., Reading, Pa.

BRIGHT IDEA:—29,663. For cigars, cigarettes, cheroots, smoking tobacco. January 14, 1914. A. Z. Sherk & Co., Reading, Pa.

TRUE BRED:—29,664. For cigars, cigarettes, cheroots, smoking tobacco. January 14, 1914. A. Z. Sherk & Co., Reading, Pa.

LOYAL FLEA:—29,665. For cigars, cigarettes, cheroots. January 14, 1914. C. E. Wortman.

LORD READING:—29,666. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 15, 1914. The Wilentz Tobacco Co., Perth Amboy, N. J.

BARON READING:—29,667. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 15, 1914. The Wilentz Tobacco Co., Perth Amboy, N. J.

WASH DAY:—29,668. For snuff. January 15, 1914. R. Schatz, Philadelphia, Pa.

O. U.:—29,669. For snuff. January 16, 1914. R. Schatz, Philadelphia, Pa.

J. M. BULL:—29,670. For cigars. January 16, 1914. Julien Masson, New York.

TEMPTATION:—29,671. For snuff. January 16, 1914. R. Schatz, Philadelphia, Pa.

L'OREGO:—29,672. For cigars, cigarettes, chewing and smoking tobacco. January 16, 1914. The Associated Cigar Stores of America.

HOYO DE SANTIAGO:—29,673. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 17, 1914. Import Litho. Co., New York.

SOCCER 10:—29,674. For cigars, cigarettes, chewing and smoking tobacco. January 14, 1914. H. C. Wireman, Hanover, Pa.

LLOYD BULLARD:—29,675. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 20, 1914. H. L. Atland, York, Pa.

ONE STEP:—29,676. For cigars, cheroots, smoking tobacco. January 20, 1914. Charles A. Bayler, York, Pa.

DALLASITE:—29,677. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 23, 1914. American Cigar Co., New York.

PYLOS:—29,678. For cigarettes. January 23, 1914. M. Kohn & Sons, Philadelphia, Pa.

LEONA ROSE:—29,679. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 23, 1914. John Fleck, Dayton, O.

PRIVATE POINTER:—29,680. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 23, 1914. A. F. Fix & Co., Dallastown, Pa.

PETERSON'S PERFECTO:—29,681. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 24, 1914. Leo Turcotte, Rutland, Vt.

TRADE COMMISSION:—29,682. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 24, 1914. Cole Litho. Co., Chicago, Ill.

PROOF OF THE PUDDING:—29,683. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 24, 1914. The E. J. Crane's Son Co., Columbus, O.

SMITHOMPSON JIS:—29,684. For cigars. January 24, 1914. Smith & Thompson, Red Lion, Pa.

MANUEL CALVO:—29,685. For cigars, cigarettes, chewing and smoking tobacco. January 24, 1914. The Moehle Litho. Co., Brooklyn, N. Y.

TULLUS:—29,686. For cigars, cigarettes, chewing and smoking tobacco. January 24, 1914. The Moehle Litho. Co., Brooklyn, N. Y.

OR-DEE:—29,687. For cigars, cigarettes, chewing and smoking tobacco. January 24, 1914. Reiss-Dahney Co., Louisville, Ky.

LA OLFO:—29,688. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 27, 1914. H. M. Rossheim, Columbia, S. C.

HALF PORTION:—29,689. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 27, 1914. Import Lithograph Co., New York.

EL ROGEROS:—29,690. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 26, 1914. Fehsenfeld Cigar Co., Baltimore, Md.

1860—S. MONDAY & SONS:—29,691. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 27, 1914. S. Monday & Sons, Brooklyn, N. Y.

POPULAR CHIEF:—29,692. For cigars, cigarettes, chewing and smoking tobacco. January 27, 1914. F. M. Howell & Co., Elmira, N. Y.

GREEN BOND:—29,693. For cigars, cigarettes, chewing and smoking tobacco. January 27, 1914. F. M. Howell & Co., Elmira, N. Y.

OUR SECRET:—29,694. For cigars, cigarettes, cheroots, chewing and smoking tobacco. January 27, 1914. A. J. Golden, Norfolk, Va.

ARRIBA:—29,695. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 27, 1914. Valrance & Woodworth Cigar Co., Los Angeles, Cal.

SMOKE SMITH AND THOMPSON CROOKS:—29,696. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 27, 1914. Smith & Thompson, Red Lion, Pa.

KAN-QUIZ:—29,697. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 27, 1914. Smith & Thompson, Red Lion, Pa.

BRODT'S SILK CITY CIGAR:—29,698. For cigars, cigarettes, chewing and smoking tobacco. January 27, 1914. Otto Brodt, Paterson, N. J.

REGIONAL RESERVE:—29,699. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 27, 1914. Kraus & Co., Baltimore, Md.

FIGHTING CAT:—29,700. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 27, 1914. Blue Hill Cigar Co., Blue Hill, Neb.

TRANSFERS:

TWO BELLES:—17,961. For cigars, cigarettes, cheroots, stogies. June 7, 1909. W. C. Smith, Windsor, Pa. Transferred to S. C. Edwards, Pittsburgh, Pa. January 2, 1914.

SAN TONIO:—16,309. For cigars, cigarettes, chewing and smoking tobacco. September 30, 1908. Schmidt & Co., New York. Transferred to G. Merz & Son, Chicago, Ill. January 14, 1914.

PONY BOY:—23,127. For cigars. October 4, 1911. The Moehle Litho. Co., Brooklyn, N. Y. Transferred to G. Merz & Son, Chicago, Ill. January 14, 1914.

QUEEN DIDO:—29,308. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 17, 1913. Cole Litho. Co., Chicago, Ill. Transferred to G. Merz & Son, Chicago, Ill. January 13, 1914.

DIRECT DRAFT:—23,611. For cigars, cigarettes, cheroots. December 21, 1911. American Litho. Co., New York. Transferred to W. K. Gresh & Sons, Norristown, Pa.

Lancaster Tobacco Growers Meet

An interesting meeting was that held in Lancaster, Friday evening, January 16, in the rooms of the Chamber of Commerce, when the Lancaster Leaf Tobacco Board of Trade and the Lancaster County Tobacco Growers' Association met in joint session to formulate plans for the improving of the quality of the tobacco grown in that county. William DeHaven, chairman of the committee, presided.

A formula for improving the quality of the tobacco, the same having been previously analyzed, was sent by the committee to Dr. F. M. Frear, of State College. In this connection, it was decided that until the formula had been accepted by the committee, no announcement regarding the same would be made. Should the formula be adopted, it is the intention of the associations to print it for distribution among the growers. A lengthy article treating of the tobacco industry from the planting of the seed until the crop is in the hands of the packer, was read by D. H. Landis, of Window. This, also, will be printed and circulated among the growers.

Among those present were William DeHaven, Morris Rosenthal, Charles E. Long, Joseph Goldberg, Jacob Bowman and A. B. Hess, of the Leaf Tobacco Board of Trade, and J. Aldus Herr, Amos Gilbert, D. H. Landis, Hiram S. Hershey, Amos Hershey, George Hibshman and F. M. Stevenson.

S. S. Hauenstein

Seized with an attack of paralysis of the heart, while helping to unload some lumber at his warehouse at Lincoln, Pa., S. S. Hauenstein, a prominent cigar manufacturer of that place, was carried into his factory, where he died a few minutes later. The deceased was sixty-three years old and is survived by a widow and two sons.

43,800,000 Cigars Consumed in Des Moines Last Year

One rather expects that a city of a fair-sized population, that is the male portion of the said population, would consume in a year quite a number of cigars, but one is apt to gasp when it is stated that 43,800,000 cigars were smoked in Des Moines, Iowa, during the year 1913. Yet this astounding piece of news is further supplemented by the fact that if the total number of cigars were stretched in a straight line, they would reach from San Francisco to New York and thence to Coney Island. From the latter point, the line could be extended comfortably to Albany, and if one were anxious to utilize all the material at hand, Niagara Falls might be able to get a sniff of aroma from the fading line.

This is certainly a record for the Western city, and one that spells Progress with a Capital "P." Her colleagues throughout the country will do well to look to their laurels, inasmuch as 43,800,000 cigars is a power to reckon with.

Lancaster Notes

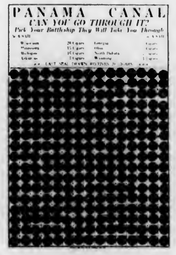
Work is now progressing on the new two-story frame building to be used as a cigar factory by the Dover Cigar Company, Lancaster, Pa. The structure will be 26 by 50 feet, equipped with an elevator and all the latest appliances for cigar factories. About thirty cigarmakers and packers will be employed.

The recent remodeling of the interior of the Kohler & Smith cigar factory, Lancaster, Pa., necessitated the closing of the building for a short period.

Monday, February 9, is the date set for the corn and tobacco show at Lancaster, Pa.

OUR LATEST MONEY MAKER

Going Thru the Panama Canal



This Card contains 255 Battleships at 5c. a sail, it will bring in - - - - $12.75
pays out 210 cigars at 5c. each - 10.50

Cash Profit $2.25

Besides the profit on 210 cigars. This card has 104 Positive winners, more than any other card of a similar kind, yet gives out less cigars than any other card manufactured, and you will agree with us that it is the best card on the market.

Cards are retailed at $1.00 each, or $8.00 per doz. We prepay express on all shipments. Always send your money with the order.

Michigan City Paper Box Co.
Michigan City, Ind.

CITY LIFE

5 cent cigar

ASK YOUR JOBBERS

MANUFACTURED BY

MARION C. HOLCOMB

BINGHAMTON, N. Y.

Fancy Cigar Boxes
made by
Henry H. Sheip Mfg. Co.
Columbia Ave. and 6th St.
PHILADELPHIA

MANUEL MUNIZ HILARIO MUNIZ

VENANCIO DIAZ, Special Partner

MUNIZ HERMANOS
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO
AND REMEDIOS TOBACCO
Reina 20, Havana

CABLE: "Angel" Havana P. O. Box 98

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

MONROE ADLER,
CIGAR BROKER,
186 N. La Salle St., Chicago, Ill. 6-17-he

CARL RUGE & COMPANY
Leaf Tobacco Brokers, Dayton, Ohio
In daily touch with all the country as well as local packers. Samples and quotations cheerfully furnished. 12-1-ch

Wanted.

CASH PAID FOR CUTTINGS, SCRAPS & siftings.
Write to H. ADLER, 316 E. 47th., NEW YORK.

WANTED—Experienced cigar manufacturer to locate factory in the livest city of 60,000 in the Middle West. No four-flushers need apply. We have ten jobbing houses, doing millions of dollars annually, who will help boost the proposition in six states their men cover. City growing at rate of 6000 a year and has all advantages of a metropolis. Up-to-date plant, with some real United States money, would have no competition. Box factory here. Factory rentals reasonable. Great opportunity for company of young men with experience. Address Secretary, care "The Tobacco World," for full particulars. t.f.

IMPORTANT NOTICE TO CIGARETTE MANUFACTURERS—We manufacture cigarettes for the trade; we also supply tobacco boxes and labels 25 per cent. cheaper than elsewhere. Brands registered. Write for particulars. Live distributors wanted. The Soter Company, 235 Canal Street, New York City.

WANTED—Cuttings, scraps, siftings and dust. Cash buyers. Write us. Interstate Tobacco Co., 713 First Ave., New York.

WANTED—By a responsible cigar manufacturer, a few salesmen to carry a good twenty dollar cigar to offer to the jobbing trade. Liberal commissions. A good side line. Address Box 9, care of Tobacco World.

Situations Wanted.

RETAIL CIGAR STORE MANAGER and salesman; ten years' experience; thoroughly understanding the buying and selling end of the business; references. Address A. H. Lundgren, 3231 Craft Street, Chicago, Ill.

EXPERIENCED STRIPPER FOREMAN WANTS A POSITION. Best of references. Address Henry Harris, 118 West 115th Street, New York City.

CIGAR DEPARTMENT MANAGER, fifteen years' experience, understanding system, accounting, buying and selling thoroughly, desires position in Chicago or the West. Address Box 5, care of Tobacco World.

CIGARS—I am open to a proposition to represent in Chicago and Middle West, *at my own expense*, a reliable Philadelphia or nearby cigar factory. Address, Room 509, 74 W. Washington Street, Chicago, Ill.

CREDIT MAN and OFFICE MANAGER, familiar with Philadelphia and adjacent territory. Thoroughly acquainted with the cigar and tobacco business. Highest references. Address Box No. 7, "The Tobacco World."

For Sale.

FOR SALE—Buckeye in Florida, with four active brands; output ten to fifteen thousand per month. Reason for selling, other business. Address Box 296, Perry, Fla.

HAVANA SHORTS—Pure Vuelta; fine aroma. Lopez, 353 E. 78th St., New York. 9-1-tf

FOR SALE—Remedios Havana shorts, pure and clean. Guaranteed A-1, or money refunded. Fifty cents per pound. Edwin Alexander & Co., 178 Water Street, New York.

FOR SALE—Complete lists of all cigar manufacturers in United States furnished very reasonably. Address M. Metzker, 1121 Q Street, Lincoln, Neb.

"HAVANA BALSAMIC TUBES."
A new high tone, pure Havana short smoke for busy men. Sample packages of ten tubes sent on receipt of ten cents to cover expenses. Try one. Quotations on request. A. Ramirez & Co., manufacturers of clear Havana cigars, Tampa, Fla., Dept. B, P. O. Box 998.

Tobacco Sales and Octroi Duties in France

Consul-General Frank H. Mason, at Paris, has sent the following report to the "Daily Consular and Trade Reports":

According to recently published statistics, the total sales of tobacco in all its forms by the French Régie during 1912 amounted to 41,516,935 kilograms, or 91,529,166 pounds, which yielded a revenue of 535,257,534 francs, equal to $103,304,704. Of these gross receipts 407,330,820 francs ($78,614,848), or 76 per cent., are stated to have been net profits.

Octroi, or local customs duties, upon food products, fuel, building materials, etc., are collected by most of the important towns of France on goods brought within their limits for consumption. The octroi duties collected during 1912 amounted to 324,074,583 francs, or $62,546,395, an increase of $1,731,849 over the receipts of 1911. Of the whole amount Paris collected 127,624,930 francs, or $24,631,611, nearly 40 per cent. of the entire amount.

New Manhattan Office for Standard Binders

G. Bressnor & Company have opened offices at 196 Water Street for the purpose of handling less than case lots of Standard Pure Tobacco Binders, made by the Tobacco Production Company, of New Milford, Conn. Joseph Rosenberg, widely known in the leaf trade, both in the United States and in foreign countries, is in charge of the office. The location of the Bressnor sales agency for Standard Binders, with which the cigar manufacturing trade is already well acquainted, should aid materially in handling New York demand for less-than-case lots very conveniently.

DeWald Cigar Company Burned Out

Fire which started in the basement of the store building at 105 East Fifth Street, Waterloo, Ia., on January 13, almost completely destroyed the property of the George DeWald Cigar Company, which occupied the second floor. The loss is placed at $5000, fully covered by insurance.

SOLE MANUFACTURERS
DITTGEN'S PATENT
Self-Opening "MULTIPLE" Cigar Pouch
With or without Sealing Flap
The Best Individual Cigar Pouch on the market
Made to fit any size Cigar or Stogie
SEND FOR SAMPLES AND PRICES

Established 1870 Factory No. 79

S. R. KOCHER
Manufacturer of Fine Havana and Domestic Cigars and packer of Leaf Tobacco
Leading brands—"Volitta," "Quaker," Nabobs," "1-4-5," "Havana Cream," "Imperial Beauty," "Little Yara"
Correspondence with wholesale and jobbing trade invited
Factory and Offices: WRIGHTSVILLE, PA.

New, Attractive and Practical

Illustration Shows the Exact Size of Our New 40c Tin Humidor

These Humidors are Packed Loose, One and Two Dozen to a Case

The New Tuxedo 40c Tin Humidor

That TUXEDO TOBACCO is right is unquestionable, as is shown by the increase in business this year, larger than any other similar brand of Smoking Tobacco.

Our new attractive 40c tin Humidor, as illustrated above, is the handsomest we have ever produced. It is a lithographed tin in the standard TUXEDO green, white and gold colors of unique design. It fulfills all of the purposes of keeping TUXEDO in perfect condition. When emptied it is a neat container for cigars.

It will be to your interest to be the first to show this fine package to your trade.

THE AMERICAN TOBACCO CO.

JOHN F. HEILAND & CO.
Lancaster County Fancy B's
LANCASTER, PENNA.

MAXIMILIAN STERN
Havana Tobacco
Clavel No. 1, Havana, Cuba 165 Front Street, New York

Parmenter Wax-Lined Coupon Cigar Pockets
AFFORD PERFECT PROTECTION AGAINST MOISTURE HEAT AND BREAKAGE
¶ INDORSED BY ALL SMOKERS, and are the MOST EFFECTIVE Advertising Medium Known
Racine Paper Goods Company
Sole Owners and Manufacturers
RACINE, WIS., - - - - U. S. A.

J. F. Reichard
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Factory at Reading, Pa. Address All Correspondence to Factory

---

Bunch Tables That Save Binders and Do **Not** Twist Fillers

LIBERMAN MFG. CO., 248 N. 8th St., Philadelphia, Pa.

The World's Standard Cigar

FLOR DE TABACOS DE PARTAGAS Y Cª HABANA

The Real Independent Factory in Havana

Cifuentes, Fernandez y Ca.

Calle De La Industria, 172-174

HABANA, CUBA

General Agent for United States and Canada

ROBERT E. LANE

115 BROADWAY, NEW YORK

Smoke Talk №12

"An irritable husband

is worse than no husband at all," said a wise woman. "Most men are irritable because they smoke all-Havana cigars steadily," say the best physicians. Take the hint. See that your husband smokes a light, harmless blend of Havana and domestic leaf—a

Robt. Burns

MILD 10c CIGAR

LIBRARY RECEIVED DEC 31 1914 U.S. Department of Agriculture

THE TOBACCO WORLD

FEBRUARY 15th 1914

Leading Features

Associated Cigar Stores of America Launched in Syracuse

United Cigar Stores Company Adopts Uniform Wage Scale

Spietz & Worch Sell Interest to United Cigar Manufacturers

Men Who Made Good

Clubdom Smoking No. 10 University Club, Chicago

"Calico" Serious Leaf Disease

Trade Letters of Vital Interest from All Sections

Latest Reports from the Cuban Market

Latest News of the American Leaf Tobacco Markets

Registration of New Brands of Cigars, Cigarettes, Tobacco, Etc.

Vol. XXXIV No. 4

ESTABLISHED 1881

PUBLICATION OFFICES: 236 Chestnut Street, Philadelphia

F. C. LOZANO J. M. LOZANO

TRADE MARK

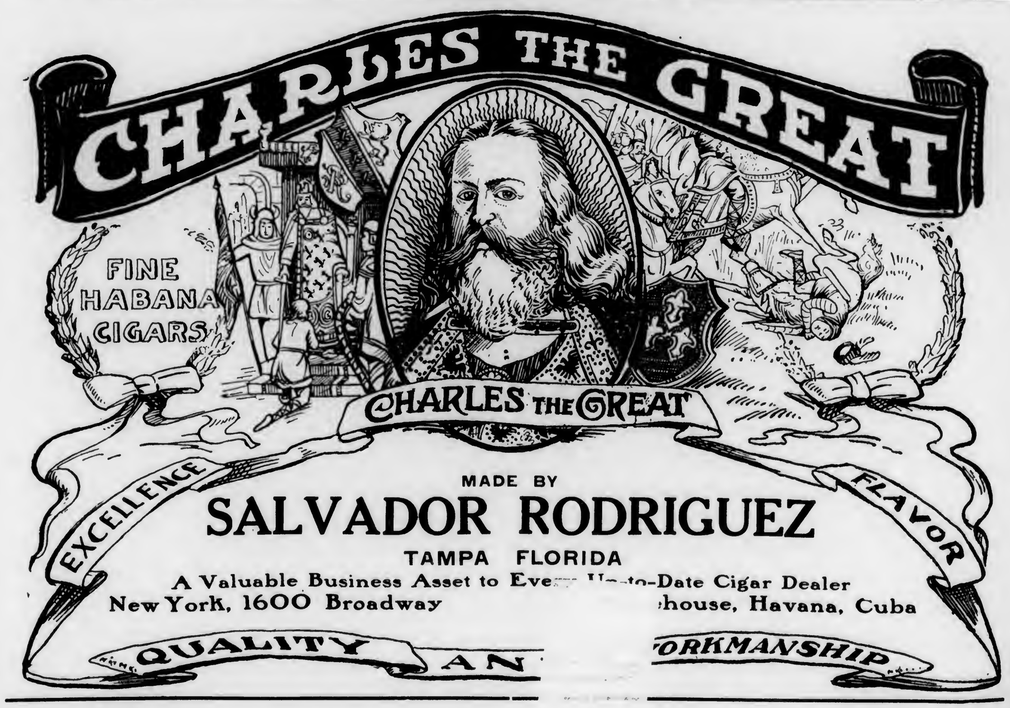
F. LOZANO, SON & CO.

HAVANA CIGAR MANUFACTURERS

Makers of the Famous "F. Lozano" Brand

FACTORY: TAMPA, FLORIDA

OFFICE: 437 FIFTH AVENUE, NEW YORK



MADE BY

SALVADOR RODRIGUEZ

TAMPA FLORIDA

A Valuable Business Asset to Eve[illegible]-to-Date Cigar Dealer

New York, 1600 Broadway [illegible]house, Havana, Cuba

QUALITY AN[illegible]ORKMANSHIP

BEHRENS & CO.

HAVANA, CUBA

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

No Better Goods Made
Quality Always Reliable

One of the Oldest Havana Brands

ESTABLISHED 1834 RE-ESTABLISHED 1890

See Winston Churchill's Book, "The Crisis"

Best 10c Cigar in 1869—Since and Now

"La Flor de Portuondo"

Londres Grandes

¶ First introduced to the trade in 1869 by the late Juan F. Portuondo, one of the pioneers of cigar manufacturing in the Quaker City.

¶ The superior quality and workmanship of these goods, which made their maker famous from coast to coast, has been maintained ever since and is typified in the above brand, a Havana filled, Sumatra wrapped cigar of most excellent flavor.

Juan F. Portuondo

Cigar Mfg. Co., Philadelphia

For Gentlemen of Good Taste

San Felice

CIGARS

The Deisel-Wemmer Company

LIMA, O.

The Original and Genuine

Central Union

Smoking Tobacco in a New Cut

Packed in a Pocket-proof Package

1½ ounces—5 cents

United States Tobacco Co.

RICHMOND, VA.

THE BRUNHOFF BOX COVERS

(Pat. Oct. 30, 1900)

Will keep your cigars on top of showcases.
The best and handsomest box covers made.
Ornate, Substantial, Practical.
Keep the dust out permanently.
Will not bend or sag at corners.
Advertisement embossed or etched in good style.
This is a high-class article for little money. Write for prices.
Made in several designs and finishes.
With etched, embossed or printed ad.

The Brunhoff Mfg. Co., Cincinnati, Ohio

Eastern Branch and Show Rooms, 113 Maiden Lane, New York

All other devices of this kind are infringements on the above Pioneer patent covering box covers. See that exact date or number of patent appears on cover. Fake patents are punishable by law.

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F. C. LOZANO J. M. LOZANO

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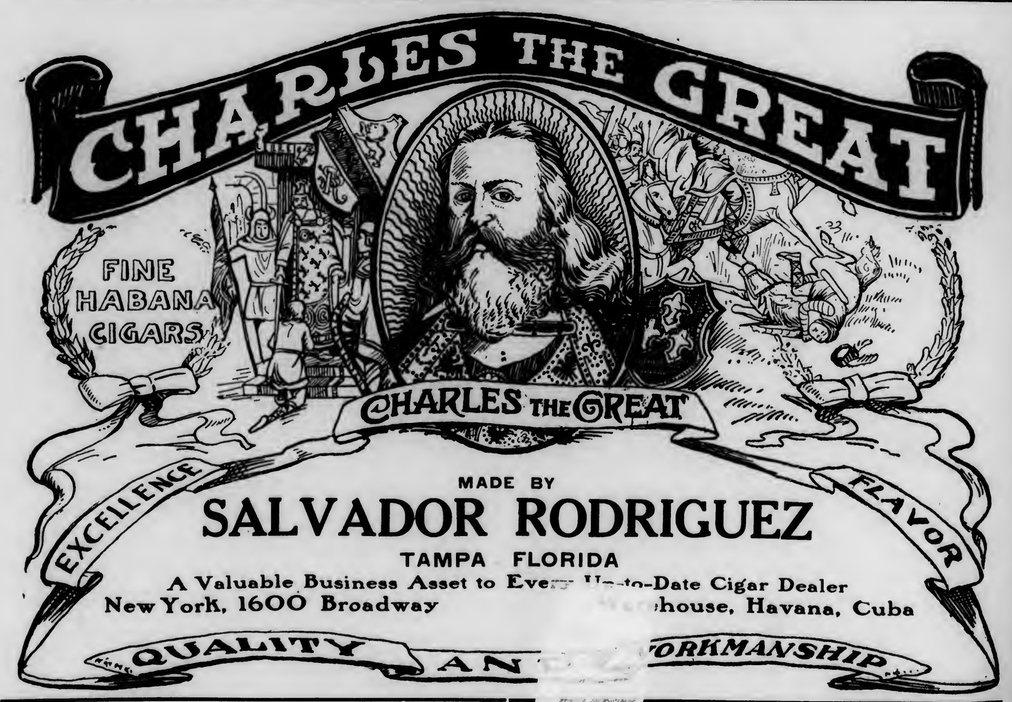

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Ornate, Substantial, Practical.
Keep the dust out permanently.
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Advertisement embossed or etched in good style.
This is a high-class article for little money. Write for prices.
Made in several designs and finishes.
With etched, embossed or printed ad.

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INTENTIONAL SECOND EXPOSURE
MUTILATED PAGE

EISENLOHR'S

Cinco

CIGARS

PHILADELPHIA

Quality Paramount

CELEBRATED

H. UPMANN CIGARS

H. UPMANN

HABANA

Strictly Independent Manufacturers

CHAS. LANDAU

Sole Agent for United States and Canada

82 Wall Street - New York

Board of Trade Bldg., Montreal, Canada

Kings Club Cigars

Are ready for the test. Ready to prove their quality and trade-winning points. Every sale productive of a steady customer.

¶ Tampa Hand Made
Finest Havana Tobacco

PEDRO CASTRO & CO.

TAMPA, FLA.

LOUIS G. SMITH & Co., 52 Beaver St. New York, Distributors

Best Quality Best Known

EDEN

The Cigar Without a Peer

Calixto Lopez y Cia

Habana

New York Office— 257 Fourth Ave.

HONESTLY ADVERTISED NOT MISLEADING

LA SARAMITA

Broadleaf
Wrapped
Havana
Cigars

Real Havana
Tobacco
Skillfully Blended

Pre-eminent
by Comparison

THE SHIELDS-WERTHEIM COMPANY, Cleveland

EL AGUILA DE ORO

BOCK & Co

LA ESPAÑOLA FUEYO Y Cª HABANA

LA FLOR DE NAVES DE OBESO Y CUETO HABANA

LA FLOR DE MURIAS DE A. MURIAS Y Cª HABANA

LA COMERCIAL DE RENGOCHEA Y FERNANDEZ HABANA

A DE VILLAR Y VILLAR

LA FLOR DE HENRY CLAY JULIAN ALYª HABANA

ESTELLA DE F.J.C. HABANA

H DE CABANAS Y CARBAJAL

LA INTIMIDAD DE ANTONIO CARUNCHO

LA AFRICANA HABANA

LA MERIDIANA DE P.M.Y Cª HABANA PEDRO MURIAS

FLOR DE J.S. MURIAS Y Cª HABANA

Flor de J. S. Murias y Ca.

LA FLOR DE CUBA DE M. VALLE Y Cª HABANA

MANUEL GARCIA ALONSO HABANA

SUPERIOR LA ROSA DE SANTIAGO HABANA DE PEDRO ROGER

LA FLOR DE YNCLAN DE F. YNCLAN HABANA

LA CAROLINA DE BANCES Y SUAREZ HABANA

LA CORONA

HENRY CLAY AND BOCK & CO. LTD.
HABANA, CUBA.
These BRANDS have long been recognised The WORLD Over as the Standard Values in fine
HAVANA CIGARS

TO THE DISCRIMINATING BUYER:

If Not!—Why Not?

RUY LOPEZ TRADE MARK KEY WEST CIGARS

That's All!

RUY LOPEZ CA.

MAKERS OF

Only Clear Havana Cigars

New York Office: 86-88 Fulton Street

NEED WE SAY MORE OF

Flor de Jeitles CIGARS

5-CENT CIGARS

That have won their way by absolute merit of quality

JEITLES & BLUMENTHAL, Ltd.
PHILADELPHIA

STAG TOBACCO

In addition to the handy, half-size 5¢ tin, is now packed

in Full-Size 10¢ tins

Also put up in ½ pound and pound humidors

EVER-LASTING-LY GOOD

COPENHAGEN

Chewing Snuff

We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

WEYMAN-BRUTON COMPANY

50 Union Square North **New York, N. Y.**

TAM TAM CIGARETTE BOOKS

The finest product of Braunstein Freres, the famous French manufacturers. This Cigarette Paper has long been the most popular in all Europe, and is now introduced in this country at a popular price.

WE NOW OFFER YOU

RIZ TAM TAM (White)
225 leaves
5¢

TAM TAM (Straw Color)
200 leaves
5¢

A FULL-VALUE COUPON—WORTH ABOUT ONE CENT (1c.) IN SECURING PRESENTS DESCRIBED IN OUR ILLUSTRATED CATALOGUE—IS GIVEN WITH EACH BOOK.

If you are unable to secure TAM TAM Cigarette Paper from your usual jobber, write us his name and we will see that you are supplied, either through him or on drop shipment.

Marketed in the United States by

Liggett & Myers Tobacco Co.

LIPSCHUTZ'S

44

CIGARS

"44" Cigar Co. Philadelphia

BAYUK BROTHERS

"HAVANA RIBBON"

FIVE CENT CIGAR

PHILADELPHIA

10c. GENUINE 15c.

HENRY IRVING HABANA SEGARS

Made in the honest old-fashioned way by

John W. Merriam & Co.

139 Maiden Lane New York

In a Class With the Melons

5c.-Rocky Ford Cigars-5c.

Delicious Flavor
Made at our Newark, N. J. Factories

We also manufacture at our several factories located at Pittsburgh, Pa. the celebrated

[Pittsburgh "FAMOUS" Stogies]

The jobber's biggest asset in the 2 for 5c. line.

Our 2 for 5c. and 3 for 8c. lines of CIGARS and STOGIES are so extensive that space does not permit mentioning

Write for full information and prices

UNION AMERICAN CIGAR COMPANY
28th and Smallman Sts. Pittsburgh, Pa.

Graham Courtney
HAVANA CIGARS
They Lead the Leaders
26 SIZES
Acker, Merrall & Condit Company
135 West 42nd Street, New York

F. RODRIGUEZ Y CA. San Miguel 85, Habana, Cuba.
Manufacturers of the celebrated
"ELITE" Habana Cigars.
MAX SCHATZ
82 Maiden Lane New York
Sole Representative for United States and Canada.

Fifth Avenue Cigarettes
The Union Made Cigarette of Quality
Bearing Union Label
Ten cents per package of ten. Mouthpiece, Cork Tip, Plain
Live Distributors Wanted
I. B. KRINSKY
207 North 4th Street . . . BROOKLYN

The Standards of America:
Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff : Est. 1851
ALL OF THE OLD ORIGINAL
Maccoboys—Rappees—High Toasts
Strong, Salt, Sweet and Plain Scotchs
MANUFACTURED BY
GEORGE W. HELME CO., 111 Fifth Ave., New York

G. S. Nicholas & Co.
41 and 43 Beaver Street, New York
DIRECT IMPORTERS of the highest grades of Cigars manufactured by the
Independent Factories of Havana
all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.
Price List Mailed Upon Request.

GREATEST SUCCESS IN HABANA'S CIGAR HISTORY
ROMEO Y JULIETA
RODRIGUEZ, ARGUELLES & CO.
A Success of Quality
THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD
U. S. Representative: Wm. T. Taylor, 93 Broad St., N.Y. City.

CORRESPONDENCE SOLICITED
JUST THINK-5¢ BUYS A
LA FAMOSA
EQUAL TO ANY MILD 10¢
CIGAR
E. Kleiner & Co., Makers, New York

THE KEY WEST CIGAR FACTORY — KEY WEST
THE
Key West Cigar Factory
Factory No. 413, KEY WEST, FLA.
Office and Salesroom:
43 to 47 W. 33d St., New York

HAVANA CUBA CIGARS
Vuelta Abajo "Castaneda"
CARDENAS & CO.
Main Offices and Factory: 102 Galiano Street Havana
London: 114 Grace Church Street
New York: 3 Park Row
DAVE ECHEMENDIA, U. S. Representative

T. J. DUNN & CO.
Makers of
The New Bachelor Cigar
401-405 E. 91st Street, New York

A Needless Expense

The payment of $1.85 per pound duty on your wrapper IS A NEEDLESS EXPENSE IN YOUR BUSINESS when you can obtain wrappers of such *high standard* and *merit* in BURN, QUALITY and YIELD as our

American Sumatra Wrapper

Don't lose valuable time if you want to make your business profitable for 1914.

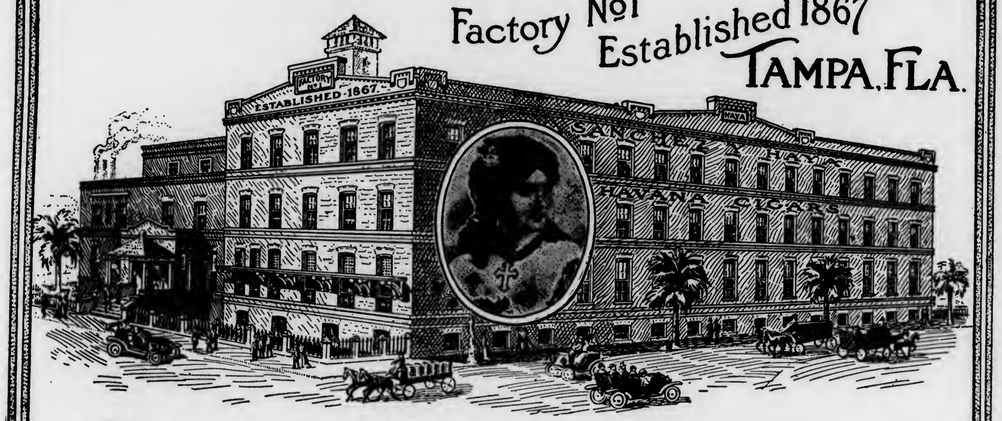
Our Customers are already convinced. Let us convince you?

American Sumatra Tobacco Co.

131 Water Street, New York

The NEW HOME of SANCHEZ Y HAYA

Factory No1 Established 1867 TAMPA, FLA.



Always the Standard of Excellence in CLEAR HAVANA CIGARS

Exact Fac-simile of the Government Stamps on Cigars, Cut Tobacco and Cigarettes, issued by the Government of the Republic of Cuba, according to the Law of July 16th, 1912.

THE ABOVE STAMP IS USED FOR CIGARS AND CUT TOBACCO

All manufacturers are compelled to affix these Stamps on all boxes of Cigars, packages of Cut Tobacco, as well as packs of Cigarettes, which are manufactured by them, and which constitute an absolute guarantee to the smokers, that the Cigars, Cut Tobacco or Cigarettes contained therein, are of Genuine Cuban Origin, made by Expert Havana Cigarmakers and Tobacco Workers.

THE ABOVE STAMP IS USED ON ALL PACKAGES OF CIGARETTES

The COLOR of THE ABOVE STAMPS is GREEN.

M. E. Canle, 156 Water Street, New York, Representative for the United States, of the Union of Manufacturers of Cigars and Cigarettes of the Island of Cuba, is duly authorized to prosecute any falsification, or colorable imitation of the above stamps by law with the assistance of the Cuban Minister at Washington.

"A Master Stroke"

One of our distributors has this to say about **"BOLD"** Cigars:

"Three years ago when I first purchased 'BOLD' Cigars, I was confident that they would make good. So strongly have they vindicated my judgment, that today. I can safely say they lead all nickel sellers in my territory.
When I acquired the

'BOLD'

I made the Master Stroke of my business career."

And this distributor is but one among many.

BOBROW BROTHERS

Main Office

125 S. 2nd Street | **114 S. 2nd Street** | **133 Arch Street**

PHILADELPHIA, PENNSYLVANIA

SAVARONA CIGARS

have achieved a NATIONAL reputation and have become NATIONAL sellers because we have consistently endeavored to make honest cigars of the very best tobacco grown on our own plantations, and we have never attempted to cheapen the cigars by the use of inferior grades of tobacco.
We sell SAVARONAS to the best kind of distributors and endeavor to see that the Jobber, Dealer and Smoker all get good value for their money.
We stand back of our goods and are ready to make good anything that may go wrong.
Our distributors have a LIVE BUSINESS ON SAVARONAS, because the cigars have intrinsic value and

THE SMOKER LIKES THEM

CAYEY-CAGUAS TOBACCO COMPANY, Incorporated

WATER AND PINE STREETS - - - - - NEW YORK

"Perfect Satisfaction"

The new Oval kage of 20 MECCA
Turkish Blend Ciga e greatest innovation ever
made in cigarettes. en the country by storm, because
smokers can now uble quantity of MECCA—in the most
compact, convenien kept absolutely fresh by the Foil Wrapping.

MECCA
urkish Blend
ARETTES

"The Envy Cigarette Manufacturers"

MECCA Quality k for years. It has always given
"Perfect Satisfaction" ns of experienced smokers. It has
placed MECCA far bey reach of competition.

MECCA, in the fa ginal Flat Slide Package of 10 for 5c,
is today the largest se d in America.

In the Ne Package
20 10c
Also in the Fame ckage of 10 for 5c

TIGHT BINDING TEXT CUT OFF

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

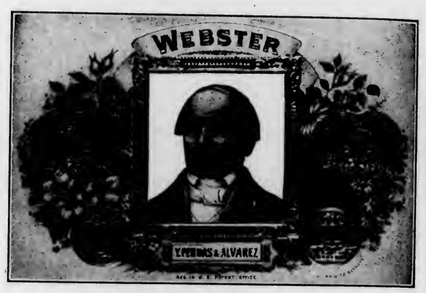
V. Guerra, Diaz & Co., Tampa, Fla.

Established 1867

Our Motto "Quality"

Y.PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA.

HAVANA CUBA

T&O COMPANY MAKERS

Wm Penn

10c. Cigar

Good Thru' & Thru'

THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
PHILADELPHIA

S. Loewenthal & Sons
123 Maiden Lane
New York

¶ Importers of Havana and Packers of Leaf Tobacco.

One of the largest packers of shaded tobacco in the world

FLORIDA GEORGIA CONNECTICUT

M. MELACHRINO & CO., Inc.

EGYPTIAN CIGARETTES

You Cannot be Mistaken if You Stock the Easiest Sold Cigarettes

M. Melachrino & Co., Inc., are purveyors and supply all the Courts, Embassies, 120 Clubs and 360 Regimental Messes throughout Europe

GRAND DEPOTS OF M. Melachrino & Co., Inc. { London, 8 Regent St., S. W. / Capetown, South Africa } Calcutta, 10 Government Place / Alexandria, Rue Cheriff Pacha / CAIRO, Head Office and Factory / Hamburg, 18-20 Grosse Backerstrasse

AGENCIES IN THE PRINCIPAL CITIES OF THE WORLD PRICE LIST UPON APPLICATION

214-216 WEST 47th STREET, NEW YORK

THE TOBACCO WORLD

Vol. XXXIV. PHILADELPHIA AND NEW YORK, FEBRUARY 15, 1914. No. 4.

ASSOCIATED CIGAR STORES TO FEATURE HIGH MORAL STANDARD

To Open Twenty-nine New Clubs in 1914—Childs Restaurants to Handle Their Goods—Operation Differs Entirely From That of Any Other Chain—Incorporated for $250,000

WITH John A. Stevens, J. R. Gilfillian and C. R. Ackerson as incorporators, the Associated Cigar Stores of America have been launched in Syracuse, with an authorized capital of $250,000. The plans of this new chain for the extension of the cigar and tobacco business differs entirely from that of any other company of the same nature in the trade. They will own every brand of cigars and tobacco that they sell, and only recently acquired five brands of cigarettes and thirty brands of smoking tobacco. They purchase from union and non-union factories, independent or allied, but will aim to buy their cigars in the same towns in which their clubs are located. In each town they hope to build up an independent factory to supply the goods for that division.

A system of coupons has been established and all independent dealers who handle the goods of the association receive them without charge. The coupons are issued in the five-cent and ten-cent denominations and certificates, representing a twenty-five-cent purchase are given out. These certificates are exchangeable for two cents in trade or one cent in cash.

In Syracuse the membership of this Association totals about 3000, while Utica and Rochester show rosters of about 1500 each. It is expected that within the next month, clubs will be opened in Buffalo, Rochester and Cleveland, and shortly after that the chain will be widely extended both in the West and South.

The goods of the Associated Cigar Stores of America will be sold and distributed through clubs. Dealers who are embraced in the coupon system are known as members. There are club rooms already in several cities. Admittance to these is by a card supplied by a dealer. Should one care to take advantage of the pool and billiard privileges, a charge of three dollars a year is made.

The club will accept as members, any young man more than twenty-one years old and of good repute. He must be employed and be supplied with a card from a member. In these clubs lunches will be served at moderate prices.

A feature of these clubs is the high moral standard which is being maintained. Gambling is absolutely prohibited and no intoxicants of any kind are allowed. The club in Syracuse is being remodeled, and no expense is being spared in making it up to date and comfortable. Some of the most prominent men in Syracuse are interested in the movement.

The Childs restaurants will handle the goods sold by this Association and the buildings of many of these stands are being placed at the disposal of the divisions in different cities.

The Association has just placed a single order for 7,500,000 cigars. Their present distribution is about 200,000 cigars a month.

The Association is profit-sharing and all surplus will be invested for the benefit of the club.

UNITED CIGAR STORES CO. ADOPT UNIFORM WAGE SCALE

Vice-President Says Better Salary for Smaller Clerks—Clerks Claim Scale is Really a Reduction—Company Says a Saving of $200,000

NEW YORK, February 10, 1914.

IN order to more fairly equalize the salaries of the employees of the United Cigar Stores Company, a new plan of compensation has been put into effect this week which, it is claimed, will vastly increase the earnings of the smaller clerks, and at the same time temporarily cut down the earnings of a few. Vice-President Elliott Averett says that while it will mean a saving of from $175,000 to $200,000 annually, it will not have the effect of a general reduction. However the clerks claim otherwise.

In the beginning the clerks of the United Cigar Stores Company were paid different salaries in different stores, and were not based on total sales. This was followed by a plan to permit the chief clerk to decide on the salaries of the men in his store under him; he hired whom he pleased and paid them whatever they would work for. The chief clerk received a commission on all sales and his salary was the difference between the amount of his commissions and his payroll. This plan, however, soon brought on an abuse. When one man had trained a clerk and taught him the lines, some other manager would offer him a larger salary to work in his store, and then the former would have his work to do over again.

To cure this evil, the district system was introduced. The district sales manager, with twenty-five or thirty stores, then took over the payroll and made it up; he employed all the men in the stores under his jurisdiction and shifted them as he deemed best for the company's interests.

The latest in "United" wage scales provides for a system graduated from the store doing $1500 a week, with four clerks, to a store doing $300 a week, with two clerks.

No store doing less than $900 a week is entitled to more than two clerks, and from $900 to $1500 only three clerks are allowed.

(Continued on Page 20)

Ramon Arguelles Has Narrow Escape in Auto Accident

HAVANA, CUBA, February 9, 1914.

What might have been a serious accident, occurred during the last fortnight, when Don Ramon Arguelles, of the Romeo y Julieta factory, accompanied by their buyers, and Don Jose F. Rocha, were returning from an inspection trip through the Vuelta Abajo. The road from Vinales to Pinar del Rio leads down a steep mountain, flanked by abrupt abysses, and as it would happen, the chauffeur of the auto they were in, lost control of the steering wheel, the car going directly towards the abyss. Don Jose F. Rocha, who was the first to note the danger, jumped and escaped with a few slight bruises on his right hand. Miraculous to say, however, when the forward wheels of the auto were already in the air above the abyss, the car stopped and the other inmates were saved from a frightful, sure death. Providence certainly came to the rescue of Don Ramon Arguelles and his companions.

ORETANIV.

PHILADELPHIA.

Yahn & McDonnell Successful With "Hoyo de Cuba"

THE four retail stores of Yahn & McDonnell, with headquarters at Fifteenth and Chestnut Streets, are meeting with unusual success in introducing the "Hoyo de Cuba" clear Havana cigars, manufactured by San Martin & Leon, Tampa, Fla.

About twenty sizes of these goods are carried in stock, and range in price from the popular three for a quarter to the twenty-five cents straight.

Another brand which is receiving the attention of this wide awake firm is the "Juan de Fuca," manufactured in bond by the Morgan Cigar Company, of Tampa, Fla.

Eleven sizes of this brand are carried and a good distribution predicted.

"Alona" Cigars Introduced Here by Acker Company.

The Gene-Vall Cigar Company, Incorporated, 801-803 Third Avenue, New York City, are introducing their "Alona" clear Havana cigars in Philadelphia through the cigar departments of the Finley Acker Company stores.

A special display of these goods will be made in the Twelfth and Market Streets store, under the direction of J. Durbin Acker, head of the cigar department at Twelfth and Chestnut Streets store.

The "Alonas" will be carried at present under five sizes, with prices of three for a quarter, two for a quarter, and ten cents straight.

Eisenlohr Brothers Lease Two More Factories

Otto Eisenlohr & Brothers, the manufacturers of the well-known and popular "Cinco" cigar, have leased the buildings formerly occupied by the United Cigar Manufacturers Company, as cigar factories, at Dallastown, Pa., and Windsor, Pa.

Both of these buildings are now being refitted with modern up-to-date fixtures, so that they will be on a par with the other factories of this firm, which are reputed to be as near perfect as possible, in regard to cleanliness, sanitary conditions generally, and the comfort of their employees.

These factories, like all of their other factories, will make strictly hand work.

The Dallastown factory will have accommodations for about two hundred, and the one at Windsor for about one hundred and fifty hands.

Both of these factories will be put into operation as soon as the necessary alterations, etc., shall be completed.

"El Palencia" at Atherholt's

J. G. ATHERHOLT, 111 South Broad Street, Philadelphia, has an unusually attractive window display of "El Palencia" cigars, manufactured by Boltz, Clymer & Company, whose Philadelphia headquarters are located at Fifteenth Street and Lehigh Avenue.

Mr. Atherholt is carrying in stock sixteen sizes of this well-known cigar, with prices ranging from the nickel goods, which sell for five dollars the hundred, to the higher grade quarter size, which can be purchased for twenty-two dollars the hundred.

President of De Lisser-Schneider Firm Ill

Friends of Stanley De Lisser, president of the De Lisser-Schneider Company, manufacturers of the "Lord Colbeck" and other high-grade brands, will regret to learn that he is confined to his home by illness.

Mr. De Lisser has recently returned from a strenuous trip through the West, in the interests of his business, and brought back some splendid orders for "Lord Colbeck" and "De Lis."

The many friends of Mr. De Lisser trust that his indisposition will be of brief duration and that his cheerful countenance will soon greet the trade again.

"Bold" Salesmen Find Business Good

Henry Riesenberg, Western representative of Bobrow Brothers, is receiving a cordial reception since his return from Paris. Many new accounts are coming his way, and he finds a nice duplicating business with all his old "Bold" customers.

L. M. Walters, Eastern representative, returned to the home office on the 12th. He reports an excellent business and says that conditions in the trade are very favorable. He will start South early in the week.

The Liggett & Myers Tobacco Company, have erected a large electric display sign on the roof of the building at the northeast corner of Ninth and Market Streets, Philadelphia, for the purpose of advertising their "Fatima" cigarettes.

The frame work is of iron and the arrangement of the sign is such that it can easily be read during the day, before the electric current is turned on.

Hugo M. Duisberg, formerly president of Gumpert Brothers, 227 Church Street, Philadelphia, has severed his connection with that firm.

A. A. Gumpert, formerly treasurer, has been elected to fill the vacancy caused by the resignation of Mr. Duisberg.

MEN WHO MADE GOOD

SIDELIGHTS ON INTERESTING TRADE PERSONALITIES

ANY cigar salesman worthy of the name will find much food for thought in studying the career of Charles J. Castillo, now vice-president and sales manager of the San Martin & Leon Company, of Tampa, Florida. Here is a man who started out two years ago with a practically unknown line and he has succeeded in that brief period, in making the brands of his company a synonym for quality where ever good cigars are smoked.

This remarkable man began laying the foundations for a successful career, twenty years ago, when he was turned loose with an order book without any previous instructions as to the best methods for selling cigars.

After a short period, filled with uncertain success, Mr. Castillo located with a firm in St. Louis, and for ten years covered the territory from that city to the Pacific Coast, going over the route four times a year and trailing as far northward as Alaska.

CHARLES J. CASTILLO

Some two years ago the San Martin & Leon Company was organized and in looking around for a man of the right calibre for the position of vice-president and sales manager, it is not to be wondered at that Charles J. Castillo was the man chosen for the position. After he was duly installed he found that he had a practically unknown line to introduce, and being made of the stuff that makes for success, he set out to spread the fame of the firm's line. It is, therefore, not surprising that the brands "San Martin Y Leon," "Hoyo de Cuba" and "El Briche" are today known from the Atlantic to the Pacific and from the Lakes to the Gulf.

When you stop to consider that less than two years ago the production of the San Martin & Leon Company's factory was practically "nil," and that for the current year it will total upwards of 6,000,000 cigars, you will then realize what a wonderful work has been accomplished since Mr. Castillo first packed his sample case some two years back.

And herein lies one of the secrets of success which has crowned the efforts of Mr. Castillo, for there is no man in the cigar business today who is a greater glutton for work.

Work to this man is what the footlights are to the actor, the grandstands to the baseball player, electricity without some object to attain, to an Edison or a Marconi, for some obstacle to overcome, life would lose its zest and living be stale and profitless.

As an example of his great desire for work, Mr. Castillo invariably plans for some special display of samples on Saturday—the day most salesmen will say belongs to them—and the initial order sold to a prominent dealer on Broadway, New York City, was closed between six and seven o'clock on a Saturday evening.

Closely allied to this insatiate desire for work, is his absolute faith in the cigars manufactured by the San Martin & Leon Company. Nor is this faith entirely, for Mr. Castillo is too familiar with the plantations in Cuba where the tobacco is grown, to accept another man's say so, for that which is his by right of first hand knowledge.

Another cog in the machinery which has made for the success of Mr. Castillo is his ability to concentrate not only every faculty which he possesses, but those of the prospective buyer as well, for when Mr. Castillo is mentioning the merits of "San Martin Y Leon," "Hoyo de Cuba" and "El Briche," there is nothing else in the world that demands his attention, or the attention of the buyer.

Coincident with these inherent qualities is the adaptability exercised by Mr. Castillo in sizing up a prospective purchaser and by just the proper approach, secure the attention and interest necessary for the display of goods and the quoting of prices.

That the proper approach may sometimes be indifference was demonstrated in a small town in Alabama. Mr. Castillo called at the store of a druggist who handled quite a line of Tampa-made cigars. When the druggist espied the sample case he ducked behind the prescription partition with the curt announcement that he "didn't need anything today." Placing himself just far enough back of the counter to make sure that he could be heard, Mr. Castillo asked: "Cannot a customer be served with ice cream, or is the counter automatic?"

The druggist hastily produced the desired commodity, but as Mr. Castillo paid strict attention to refreshing himself with the ice cream, curiosity finally triumphed, and

(Continued on Page 22)

IRREGULAR PAGINATION

I HAVE noticed that playwrights all over the world have found that tobacco is a fine adjunct for stage business, so called, in their plays and many clever tricks with cigars and cigarettes have been introduced in well-known productions during recent years. Many will recall the clever trick originated by William H. Thompson of rolling a cigarette, with one hand in his pocket, during one of the most intense scenes in a play of a few years ago. This was again introduced in the "Round-Up," by Maclyn Arbuckle, and the feat always brought much applause..

In one of the most popular Broadway productions now running in New York, the leading actor, Lewis Stone, has introduced a neat idea for foiling the villain of the play. During the action of the show a scene takes place where the hero is in the utmost peril, unarmed and at the mercy of the man who believes he has stolen his sweetheart; the man is covering him with a revolver and has given him just a minute to answer unanswerable questions. The actor is resting against a table, his hands travel down and clasp his bag of "Bull Durham" tobacco. Quickly the outraged lover demands what he has in his hand. "Merely my 'Bull Durham' for cigarettes," says Mr. Stone, pouring out the tobacco in his hand as he speaks, and stretching forth his arm toward the man to show it to him. Just for a second his enemy is off his guard. Instantly the hero takes advantage and blows the handful of granulated tobacco full in his face. The villain is blinded and in pain, and before he can recover, the gun is wrenched from his hand, and the hero is master of the situation.

It's a cute little trick and never fails to bring down the house.

* * *

I was much amused recently at the plan adopted by a very good friend of mine who is a physician, to prevent his fifteen-year-old son from acquiring the cigarette habit.

It seems that the boy's father has a pipe that is well seasoned and sweet, which affords considerable comfort after the work of the day has been accomplished, and to which the son had taken quite a fancy.

Upon one occasion the son had formed such an attraction for the "hod" that while he managed to consume an entire bowlful of tobacco, the after-effects had been such as to prove that to repeat the attempt would be to court disaster.

Hearing from older men that they had started with cigarettes, the young hopeful had conceived the idea of adopting their method, but was surprised by his father just as he was half way through a "pill."

That it was not the first one was demonstrated by the nonchalance with which the son received the announcement that so long as he had started using the weed, the best thing for him to do was to be a man and start smoking cigars, and leave cigarettes to persons of weaker physique.

Procuring a long black Havana, the doctor bid the son join us in the den and enjoy himself in the company of other smokers. The first half of the cigar was consumed without difficulty and no one had suffered any ill effects and my friend was afraid that his lesson was about to fail, when he conceived the idea of all taking a drink of the purest the Schuylkill affords.

Excusing himself for a moment the doctor returned with three glasses of water, but I caught his eye as he entered the room and settled back to await developments.

After a few minutes had elapsed there was a sudden stillness in the den, and a pale, sickly pallor began to overspread the countenance of the son, and in less than five minutes the boy lay on his bed white and limp.

Having heard the commotion in the bath room his mother rushed upstairs to see what had caused all the trouble, but beat a hasty retreat when the good doctor whispered: "Just a little nux vomica, my dear, to help remove the nicotine absorbed by the smoking of the Havana cigar."

* * *

A friend of mine recently returned from the Philippines, who, while there, had been on a hiking trip through one of the provinces where milestones were conspicuous by their absence, told me a story which I think is worth repeating.

He was tramping one day toward a certain town, and feeling that the distance was greater than he at first supposed, he stopped at a small barrio or road house and inquired the number of miles to X——. He was told that it was about so many cigarettes, a number being mentioned, so he trudged along until he consumed the required number, but he could not discover any signs of the village. So he stopped at the next barrio that he came to and was surprised to receive the same answer, with the same number of cigarettes mentioned. He again set out upon his way and consumed the required number of cigarettes to bring him to his destination, but at the end of that time, the town was nowhere in sight. Finally he entered the third road house and inquired how far it was to X——; to his amazement he received the identical answer that had been given at the other places, the number of cigarettes being the same.

As he heard the words he says he heaved a sigh, then smiled and muttered:

"Well, thank God, I am keeping up with it anyway."

* * *

The Indians had just passed a pipe of recently invented tobacco to Sir Walter Raleigh.

"Where's the coupons?" he asked, ignoring grammar with the savoir faire for which he was noted.

Thus it will be noticed, he kept ahead of the times. —*Exchange.*

THE ONLOOKER.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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"Of the making of books there is no end," said an old sage, and it seems to us that this might apply equally well to the cigarette business, judging from the new brands which are constantly being placed on sale.

Where Will It End?

Many of the uninitiated must imagine that it is the simplest matter in the world to place a new brand of cigarettes upon the market and to immediately build up a business which yields handsome profits, but the manufacturers who are in the business can tell another story and one which is anything but encouraging to the novice who wishes to enter the field.

During the past four years we can only recall one or two brands of cigarettes which have been put out and which have met with any success when pitted against the giant concerns whose brands are already on the market. And these few brands were backed by large capital which was spent from the outset without thought of immediate returns. The capital, too, in all cases was expended by clever and experienced cigarette men who knew how to get hold of distributors and also knew that their goods must be of superior excellence to make any headway whatsoever.

At this present time scarcely a day passes in the leading markets of the country when there is not an attempt to push a new brand of cigarettes before the public. It can be easily surmised that the newcomers have a most difficult road to travel and one which is bound to cost them money.

While it is true that the big manufacturers of established brands have in times past made large profits on their goods it is an open question today as to what their balance sheets will show if the present prodigal methods are continued both in advertising and from a premium standpoint. Full page advertisements in the leading metropolitan newspapers, cash coupons packed in the boxes, expensive rugs for premiums, extra discounts and bonus offers all eat into profits in a most disheartening manner and there seems to be no surcease in the scramble. This applies particularly to the cheaper brands of cigarettes, but the whole industry is affected in the same way and eventually there must come a breaking point. Untold thousands of dollars have been spent in the last year on souvenir rugs to be packed in cigarette packages and after a careful inquiry on our part and quizzing of a dozen dealers, we are forced to the conclusion that not one-tenth of the amount of money expended has come back in increased sales on the cigarettes in which rugs were packed.

It would be most interesting to know the real facts as to what percentage of increased sales has been obtained on "Murads," with which the manufacturers are now packing a German silver oval-shaped cigarette holder on boxes of twenty. There is absolutely nothing invidious in this thought, but if the manufacturers of a brand so well established deem it good business under the present distressing conditions to put up this expensive souvenir, where can the unknown brand have a fighting chance?

We have observed that most of the new brands must have seen some of the stones in the pathway, for the new packages are almost without exception put up to sell for twenty or twenty-five cents for packages of ten, which, in a degree, removed them from the open combat. After all is said the market is broad and quality will tell in the end, so that if we had any word of suggestion to the newcomer it would be: If you intend to manufacture cigarettes make quality the keynote of your business from the beginning and never, under any pressure, lower the standard.

Stork Pays Visit to Home of President Alonso

President E. Alonso, of the Por Larranaga factory, of Havana, has been receiving congratulations during the past fortnight on the arrival in his home of a new baby girl, which was born on the fourth instant.

In a cable acknowledging congratulations from New York, Mr. Alonso says that both the mother and child are doing splendidly.

Canada May Bar Cigarettes

Notice of the introduction in the House of Commons at Ottawa, of a bill seeking to kill the cigarette industry in Canada has been given by Mr. Broder, one of the leading Conservative members, who is supposed to be in line for promotion to the Cabinet in the near future.

The bill prohibits the manufacture and sale in Canada of cigarettes and cigarette papers and wrappers, and prohibits their importation into the country. On account of the prominence of the author of the bill the notice has seriously alarmed the great tobacco interests, Canadian and foreign, and a determined opposition to its passage is being organized.

ALEXANDER T. LEFTWICH DEAD

Founder of Old Tobacco Firm—Member of Many Clubs—Widely-Known Confederate Veteran

ALEXANDER T. LEFTWICH, sole surviving member of the old tobacco firm of Richards, Leftwich & Company, died on February 5, at his home, 12 East Preston Street, Baltimore, Md.

Few men were more widely known or more generally liked than was Mr. Leftwich. He was one of the oldest members of the Maryland Club, one of the oldest members of the Baltimore Country Club, and belonged to the Elkridge Hunt Club, the Merchants' Club, and was for years president of the Baltimore Association of the Alumni of the University of Virginia.

Mr. Leftwich was a Confederate veteran and was among those who stood the privations and suffering of the siege of Vicksburg.

Mr. Leftwich established the tobacco business of Richards, Leftwich & Company. He was the only surviving member of this firm when he died. As a member of this firm he traveled extensively in Japan, China and Europe. He organized the department of the Baltimore and Ohio Railroad known as the Locust Point tobacco inspection. He was the Belgian Consul in Baltimore for years and a few months ago was given by the King of Belgium the decoration of Chevalier of the Order of the Crown. Two other men in Baltimore have that honor—Cardinal Gibbons and James A. Whitely.

The deceased was born in Lynchburg, Va., January 18, 1845, of very distinguished English family. He married, in 1878, Rosalie Vivian Lightfoot, of Mobile, Ala. She died in 1910. Two children survive—Vivian C. Leftwich, of this city, the president of the Paint and Powder Club, and Alexander J. Leftwich, Jr., of Halifax, N. S. There are also two sisters, Mrs. T. H. Wingfield, of Lynchburg, and Mrs. Andrew R. Humes, of New Jersey.

Terry & Duncan Take on "Savaronas"

The well-known jobbing house of Terry & Duncan, of this city, has recently acquired the "Savarona" brand of cigars in several sizes. This popular cigar is a handsome piece of Porto Rican goods, made by the Cayey-Caguas Company, which smokes as good as it looks, and is rapidly gaining a host of friends among the smokers.

The firm is at present making a fine window display of the Esberg-Gunst product, "Van Dyck Staples."

"New Bachelors" to Be Featured in Houston

It is said that Max Block, the well-known jobber of Houston, Tex., has secured the agency for the "New Bachelor" cigar and will devote his attention to popularizing this line in that section. The general line of T. J. Dunn & Company, manufacturers of the "New Bachelor," will hereafter be carried by Mr. Block.

T. W. Clayton, a recent acquisition to Chicago's list of cigar brokers, with office at 186 North La Salle Street, that city, states that he has secured some first rate connection, and is well satisfied with the start he has made.

Edward A. McIlheron, one of Lewiston, Me.'s, successful cigar dealers, is erectiag a four-story stone and brick building in that city at 132 Lisbon Street. Mr. McIlheron will occupy the entire first floor upon the completion of the building.

UNITED CIGAR STORES CO. ADOPT UNIFORM WAGE SCALE

(Continued from Page 15)

The payroll for stores with two clerks is stated to be as follows: For a business of $300 a week, a payroll of $28 is allowed; $400 a week, $29; $500 a week, $30.01; $600 a week, $32.01; $700 a week, $34.01; $800 a week, $36; $900 a week, $38. If, however, the $900 a week store has three clerks, $8 a week additional is allowed for the payroll, or $46. The other three-clerk stores are allowed $3 a week on each $100 above $900 until $1500 is reached.

In the $500 class, a two per cent. extra is allowed on all sales above $500 and less than $600.

This new system takes away the right of the district manager to fix the salaries of the clerks in any one store at a rate that will exceed the allowance for the store, based on the amount of weekly business.

Vice-President Elliott Averett says: "Some of the employees have been, in our estimation, receiving a top-heavy salary and commission, and it is in order to do away with this and benefit the large number of other employees that the new schedule has been instituted."

While it is reported that a number of clerks have resigned, Vice-President Averett denies this. It is said that some of the clerks who have been hit by this new ruling have complained, but it is pointed out that this system will benefit the greatest number and at the same time put the salary allowance of the various stores up to the clerks themselves.

KNICKERBOCKER.

Wins Cigar Rate Fight

A decision was handed down on February 5, by the Interstate Commerce Commission involving the transcontinental rate on cigars in boxes, ordering reparation to be paid the shipper in the case of the Cowen, Heinberg Company against the Atchison and other railroads. It appeared in this case that the roads had charged double first class rates of $7.40 per hundred pounds on cigars in boxes, secured by lead seals, from San Francisco, Cal., to New York. This rate was held to be unreasonable to the extent it exceeded the first class rate of $3.70 per hundred pounds.

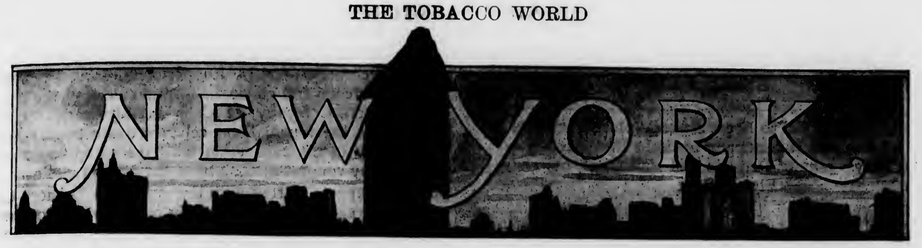
Pioneer Cigar Store to Close

With the closing out of the stock of Leedy Brothers' cigar store, which is now in progress and which will be completed before April 1, the oldest retail cigar business in Youngstown, O., will be brought to a close.

This firm which has been doing business for thirty-three years, and which has been located all that time at 31 East Federal Street, is one of the best known in the city, and the retirement of the firm at this time is due solely to the ill health of Charles Leedy, who, with his brother Joseph, has conducted the business for the last fifteen years. The business was founded by Jacob Leedy, father of the present proprietors, in Gettysburg, Pa., and he later came to Youngstown and established the factory which has been conducted by his sons since his death. After the father's death his three sons, William, Joseph and Charles, continued it. About fifteen years ago William died and Joseph and Charles have been the proprietors from that time until the present.

TOO LATE TO CLASSIFY

WANTED—A young man for partner; one who understands box trade, also able to handle counter business. Good opportunity for right man. Address Box 17, Tobacco World.



B. F. Alexander Expects New Samples

WORD has reached B. F. Alexander, the American representative for Fernandez y Garcia and Juan Lopez factories of Havana, that the new samples for the coming year are being shipped from Havana today and should be in New York early next week.

During his recent visit to Cuba, Mr. Alexander, who was accompanied by Richard Davis, personally superintended the selection and preparation of the samples of goods which they intend to offer during the coming months, and Mr. Alexander says that the cigars will be a revelation to many.

As soon as the new samples reach New York, both Mr. Alexander and Mr. Davis will take the road, which will probably be the latter part of this month.

C. A. Clark Off for Europe

C. A. Clark, who is the general United States and Canadian representative of A. Frankau & Company, 119 West Twenty-third Street, sailed for Europe on the "Lusitania" on Tuesday, February 10. Mr. Clark will make an extensive trip throughout all the Continent and expects to be gone for about four months.

A pleasant feature of his departure was a farewell luncheon at the Hotel McAlpin on the day of his departure, with Mr. Clark as host. Quite a number of friends in the trade were present and the function was a huge success.

Since coming to the States some fifteen years ago, Mr. Clark has made a splendid record for his company as far as American business is concerned.

"Fifth Avenue" Cigarettes Going Good

Reports from all sections indicate that cigarette smokers are taking an active interest in the "Fifth Avenue" brand, manufactured and marketed by I. B. Krinsky. Business has grown so rapidly that additional arrangements have been made for the handling of the orders.

I. B. Krinsky recently said: "Business is much better at this period of the year than we anticipated, and we will soon be working our factory overtime. The public is taking to 'Fifth Avenues,' and this is proven by the continual increase in the amount of duplicate business."

New Quarters for Scheltema & Quanjer

March first has been the date set by Messrs Scheltema & Quanjer, the new New York Sumatra leaf tobacco firm (successors to M. F. Schneider) for the occupancy of their new quarters, 180 Water Street, corner of Burling Slip, New York. The company's new abode is splendidly situated and is being fitted out in a first class manner to provide for the proper inspection of Sumatra tobacco. Mr. Quanjer, of the firm, who will attend the Amsterdam inscriptions, leaves for that city on February 24.

Colonel Alvaro Garcia, of Garcia & Vega, the New York and Tampa clear Havana cigar manufacturers, left New York on Thursday for his annual visit South. He will proceed first to Tampa and from thence visit Havana.

Park & Tilford Stockholders Meet

THE annual meeting of the stockholders of Park & Tilford, New York City, was held within the past fortnight and revealed that the year 1913, from a business and financial standpoint, measured up to the standard of former years, and gave promise of a prosperous year for 1914. The following were named as the company's directors for 1914, as the result of the stockholders' election: Frank Tilford, Harry Thompson, James W. Buchner, Francis L. Leland, Walter H. Pierson, John F. Leikauf, John E. Ross, Louis P. Hansen, George E. Tilford and Arthur Haddock. The directors having been chosen, they then elected the following officers: Frank Tilford, president; Harry Thompson, first vice-president; James W. Buchner, second vice-president and secretary; Jesse Howell, treasurer; Louis P. Hansen, assistant treasurer, and Hugo V. Hahne, assistant secretary.

Big Sign for Lorillard's Latest Product

"London Life," the latest thing in cigarettes, manufactured by P. Lorillard & Company, is securing the attention of that part of the world that travels about the vicinity of Brooklyn Bridge, at least. This is due to the far-seeing advertising man who secured the position of the New York end of the Brooklyn Bridge for a large sign that flashes the message of "London Life" to those who travel to and fro.

M. Lopez Forms Firm of M. Lopez & Company

Manuel Lopez, formerly in charge of the manufacturing department of the Preferred-Havana Tobacco Company, and noted as one of the best judges of tobacco leaf in the country, has formed the concern of M. Lopez & Company, to deal in Havana leaf. Offices of this company are at 90 Wall Street. Mr. Lopez's connection with the cigar industry and his reputation as an expert leaf man should qualify him for a successful career in this new venture.

Turco American Tobacco Company Incorporates

The Turco American Tobacco Company, which has been doing business for some time at 220 East Nineteenth Street, Manhattan, has recently filed papers of incorporation, and is capitalized at $92,000. The incorporators are named as C. E. Eaton, J. P. Faraon and H. O. Coughlan.

Alterman Schedule

Schedules in bankruptcy were filed recently by Ben Alterman, the well-known cigar dealer, located at 1643 Broadway, New York, showing liabilities of $8555, and assets of $6200. A special commissioner has been appointed to examine into Mr. Alterman's case, inasmuch as it is stated that Mr. Alterman is said to have had certain dealings with several persons before his petition in bankruptcy was filed. Mr. Alterman alleges that the transactions were in connection with money that had been loaned him.

Tampa

Corral, Wodiska y Ca. to Erect Annex—More Factories to Bond—Tampa-Cuba Company to Build New Factory—"Tony" Jannus Delivers "El Palencias" by Flying Boat

TAMPA, February 11.

JEROME REGENSBURG, of E. Regensburg & Sons, is back again in Tampa, having returned February 8th from New York, where he has been for several weeks.

The Liggett & Myers Tobacco Company was represented in Tampa recently by Robert W. Tanksley. R. S. Tatum, State manager for the same company, with headquarters in Jacksonville, also stopped here en route from Key West, where he spent several days.

Corral, Wodiska y Ca., of "La Duse" fame, will erect an annex to their present factory at the corner of Fourteenth Street and Michigan Avenue, at a cost of $7000. The addition, which is to be utilized as a factory for the making of cgars in bond, will be three stories in height and will occupy a space of sixty by forty feet.

"La Mega," the well-known brand of V. Guerra, Diaz & Company, have an able representative in Harry Culbreath, who left here recently for an extensive trip through the West. Mr. Culbreath plans to be away about three months.

"Charles the Great," "F. Lozano" and "El Merito" cigars, manufactured by Salvador Rodriguez, F. Lozano, Son & Company, and Boltz, Clymer & Company, respectively, are to receive further impetus in the trade, inasmuch as the companies mentioned have decided to join the "bonded army," their applications for permission having been received at Washington.

Harry Roberts, whose name appears among the list of Tampa cigar manufacturers, recently spent a few days in New York City on business matters.

A new factory to cost $60,000, and the declaration of a ten per cent. dividend were among some of the good things divulged, as the result of the directors' meeting of the Tampa-Cuba Cigar Company, held in the company's offices recently. Among the visitors who arrived for participation in the meeting, some of whom were accompanied by their ladies, were: H. B. Guilford, president, Rochester, N. Y.; Charles H. Huhn, chairman of the executive committee, Minneapolis, Minn.; Louis Berger, New York; J. T. Treasure, Salt Lake City, Utah; and C. T. Stackhouse, of Philadelphia, Pa. General manager Ernest Berger, who welcomed the guests, was most lavish in his hospitality. One of the pleasant features of the occasion was an informal banquet, given by the company at the Tampa Yacht and Country Club, at which all of the stockholders were invited to be present.

Jose Escalante, of Jose Escalante & Company, is very optimistic about 1914, and looks forward to a large increase in the sales of the company's well-known "Corina."

J. M. Martinez Company are much pleased with the reports received on the sales of their recently launched brand, "Norma Martinez," from the Consolidated Grocery Company, of Jacksonville, Fla., who took on this brand the early part of this year.

Having received from St. Petersburg, Fla., two orders for 500 cigars each of "El Palencias," within the past fortnight, Boltz, Clymer & Company, always on the alert, decided that as the orders were rush ones, they must be delivered in the same spirit. Consequently, it created quite a little stir when it became known that J. C. Boltz, of the company, had made arrangements with "Tony" Jannus, who conducts a hydro-aeroplane line between Tampa and St. Petersburg, to take him across the bay to deliver the goods. And still further excitement was caused when it was learned that the accomplishment of this feat had taken but fifty-three minutes.

"El Genio" cigars, manufactured by P. Verplanck & Company, are meeting with considerable success, judging from the orders received at the factory here.

PERFECTO.

Dibble Company Buys Phillips Factory

The M. A. Dibble Company has purchased the "Bud" Phillips cigar factory and supplies in Jackson, Mich., together with the rights and titles to the brand of cigars made at that factory. The new owners will continue to make the same brand of cigars which the late Mr. Phillips made famous. The former employees of the Phillips factory have been retained by the M. A. Dibble Company and it is planned to extend the business.

The M. A. Dibble Company is one of the leading cigar firms in the State and prospects are that the newly acquired business will go forward rapidly, and grow into one of the largest and most successful cigar manufactories in Southern Michigan.

H. Ruppert Celebrates Anniversary

On February first, H. Ruppert, who is widely known as the courteous and efficient reception clerk of the American Tobacco Company at their headquarters, 111 Fifth Avenue, on the fourth floor, celebrated the twenty-second anniversary of his connection with the company, and received many congratulations from the officers and others.

Mr. Ruppert started with the American Tobacco Company in the earliest stage of the big company's history when they were located down at 45 Broadway, and knows, and is known, to nearly every prominent celebrity in the tobacco trade. During his connection with the company he has only been absent from his post fourteen days, with the exception of two vacation trips to the Fatherland.

D. O. Wright and S. W. Helm, of the American Cigar Company, have been absent in Florida for a month past, taking a little combined vacation and business trip. They are expected to return to New York about March 1.

Two six and seven-story structures at the southwest corner of Broadway and Eighty-second Street, New York City, measuring 90.4 feet on Broadway, and 157 feet on Eighty-second Street, valued at $655,000, were recently purchased by Robert B. Dula, a director of the Liggett & Myers Tobacco Company, from Bing & Bing. A clear title accompanies the property, which was formerly used as apartment houses.

P. Verplanck, of the Preferred Havana Cigar Company, is at present in St. Louis.

Business with the Preferred Company is reported as being quite up to the most sanguine expectations, and some of their factories are running to their fullest capacity and are yet back on their orders.

Men Who Made Good

(Continued from Page 17)

when the transaction had been completed, the purchase of 4500 cigars had been effected.

Upon another occasion Mr. Castillo was making a jump from Butte, Montana, to Denver, Colorado, when the train became stalled, and everybody asked everybody else what was wrong, with the result that before the train reached the next terminal, Mr. Castillo had sold the proprietor of a hotel in Alaska a splendid order of cigars.

The personality of a salesman enters largely into the success of any business, and Mr. Castillo possesses to a remarkable degree the faculty of establishing a bond of sympathy, co-operation, or incentive, that one feels in need of at that moment.

Whenever the opportunity presents itself, you will find Mr. Castillo exchanging a kindly word with the man behind the counter for, as he says, "it always pays to remember the fellow who is going to be the buyer next year." In confirmation of this there was an instance just a few years ago, in which the salesman from a competing firm lost a standing order for cigars because he had spoken disparagingly of the buyer's assistant and had never taken the trouble to make amends until the assistant became the buyer.

Mr. Castillo possesses every instinct of a gentleman, is highly educated, and while enjoying considerable reputation as a raconteur, is not averse to telling a good one with himself the victim.

It is a recognized fact that this "Tampa Boy" has hewn a niche all his own, and is an authority on cigar distribution in any given section of this great country.

JOBBERS & DISTRIBUTORS DEPARTMENT

George A. Voige Retires From Company

GEORGE A. VOIGE, a well-known Cincinnati jobber, has retired from the company known as the George A. Voige Cigar Company, and will endeavor to make connections with another jobbing house. He has sold out his interest to his partner, William J. Broeckner, who will continue the business under the name of "The William J. Broeckner Cigar Company." Mr. Voige's company was organized several years ago following his retirement from the firm of Voige & Winter.

Mr. Voige's decision to retire from activity in his company is said to have been due to the fact that he did much of the outside work of the firm, which has told on his health. He will now endeavor, it is rumored, to connect with another jobbing house, where he can work inside.

Best & Russell to Distribute "Alonas"

CHICAGO, ILL., February 10, 1914.

Best & Russell have completed arrangements with Charles H. Storm, who represents the Gene-Vall Cigar Company in this territory, to handle "Alona" cigars, and to act as distributors in the State of Illinois. The "Alona" is a new brand which has not received a great amount of advertising, but in the year which it has been before the public it has met with considerable commendation from smokers, and looks like a winner. It is a clear Havana cigar. The "Alona" is made in sixty-five sizes and is manufactured under the personal supervision of Eugene Vallens. The sizes include a range from "Regalia Chicas," retailing at ten cents, to "Presidents," or banquet size, packed in sealed glass tubes and retailing at one dollar each. Only the best of Spanish workmen are employed in the Gene-Vall factory and to make certain that the workmanship and quality will be uniform, each workman's cigars are packed separately, instead of by the usual method of sizing and shading. The addition of this cigar will be a credit to the already large and extensive line of Best & Russell. Plans are on foot for a campaign by special salesmen here in the city, following the usual custom of the company in popularizing a new cigar.

G. W. WHITCOMB.

"Rose-O-Cuba" Coming to the Front

"Rose-O-Cuba," the big seller of Fleck Cigar Company, of Reading, Pa., is rapidly coming to the front in Eastern markets.

In Philadelphia this brand is looked after by George Parker, who, in a short time, has done wonders to increase the distribution of this cigar.

The output of the factory has increased tremendously and the company is, with the opening of its new factories, rapidly catching up with its orders.

In Philadelphia the "Rose-O-Cuba" is securing a wide sale, due to the indefatigable energy of Mr. Parker, and is already becoming a favorite with smokers in all parts of the city.

New Home for Stickney-Hoelscher Cigar Company

THE new firm of Stickney-Hoelscher, recently formed by a partnership between Albert Taylor Stickney, formerly vice-president of the William A. Stickney Cigar Company, and a son of the late William A. Stickney, and William A. Hoelscher, of the William A. Hoelscher Cigar Company, has increased its capital from $20,000 to $50,000.

Coupled with this announcement is the news that they have secured new quarters at 311 Broadway, and will occupy the same on March 1. The new home will permit the accommodation of more goods and the firm already have their lines out for several new brands.

Among the Philadelphia brands now handled by this firm are "44," "Havana Ribbon" and "Little William Penn."

New Wholesale House for Montgomery, Alabama

Corporation papers have been filed and the S. D. Winn Cigar Company will shortly engage in the general wholesale and retail cigar, cigarette and chewing gum business in Montgomery, Ala. The company is incorporated for $50,000 and is starting with a paid capital of $36,100. All the members of the company are local men.

The officers are: S. D. Winn, president; J. M. Hobbie, vice-president; R. M. Hobbie, treasurer; and S. T. Shanks, secretary.

New Distributor for "La Verdads"

Simon Batt & Company, manufacturers of "La Verdads" and other well-known brands, have taken on a new distributor in Kansas City. The Kingsbaker Cigar Company, in that city, will hereafter distribute this rapidly growing brand in certain territories in the Middle West section. Business is reported to be fine on these goods and the new distributing house is finding a heavy demand for "La Verdads" in the localities that they cover.

New Home for Cincinnati Jobbing House

A deal for the purchase of the property adjoining the building at the northeast corner of Sixth and Vine Streets, Cincinnati, O., has recently been closed by Henry and Charles Straus, of the tobacco jobbing house of Henry Straus. It is stated that plans will immediately be drawn up for the erection, on this plot, of a modern building, to be devoted exclusively to the jobbing business of the house. The building, it is said, will comprise a basement and three stories.

The main office of Henry Straus is at present located in the Grand Opera House building, but for a long time the space there has been found too cramped for the proper care of their growing business.

It is said that the new building will cost between $30,000 and $35,000.

The Cuban Market

From our Exclusive Havana Bureau, 74 Virtudes Street, Havana, Cuba.

HAVANA, February 9, 1914.

AS far as the tobacco crop is concerned we are still in the dark as to the final outcome, as the versions from the different sources vary considerably. Our temperature has been rather abnormal, because instead of an occasional light shower of rain, we have had nearly a week of downpour in some places, accompanied by a great humidity, and which must have done some damage to the tobacco hanging in the drying sheds, causing pole sweats, as well as washing the leaves too much of the nearly ripe tobacco in the fields. On the other hand, the younger plants and the sucker growths have been benefited by the rains and moisture. Vuelta Abajo districts alone formed an exception, as the rain clouds did not discharge their contents in this region, while the Semi-Vuelta, Partido, Remedios and Oriente sections were principally sufferers from the superabundance. Under these circumstances we shall undoubtedly have a large part of light and flimsy leaf in the 1914 crop, and it remains to be seen later on, how much tobacco may have been ruined by pole sweat. How the wrappers may turn out, after the piling, is also a problem to be solved yet, as it is feared a good part may be spotted eventually. In summing up everything we can only say, that perhaps the crop may be large in quantity if the weather henceforth should continue more favorable, but how much will be suitable is still impossible to predict.

Our leaf market has been very dull during the past two weeks, if we except one transaction of about 3500 bales of Remedios, first and second capaduras, which one large American exporting house had purchased in the country and in our market, for the needs of its customers. Although we have had quite a number of Northern buyers in our town, it seems that they have come more as tourists, being accompanied by their wives, than to lay in further supplies of our leaf. Evidently business in the cigar manufacturing line has not started up again in the United States with a rush, and we shall have to wait quietly, until this should take place in the course of time. Prices for all good vegas remain as firm as ever. The holders are not at all anxious to dispose of them at a loss, and particularly the heavy quality styles could not be secured any cheaper, as the chances in favor of a smaller supply in the coming crop are exercising an influence in the minds of our leaf dealers. Medium goods might be had a trifle cheaper.

Recent Leaf Sales.

Sales during the past two weeks only totaled 7162 bales, which consisted of: Vuelta Abajo, 1805; Partido, 434, and Remedios, 4923 bales.

Buyers were: Americans, 6129; exporters to South America, 200, and our local manufacturers of cigars and cigarettes, 833 bales.

Exports of leaf tobacco from the port of Havana during the past two weeks, ending with the thirty-first of January, amounted to 10,235 bales, distributed to: All ports of the United States, 9922; to London, England, 50; to Panama, 60, and to Buenos Aires, Montevideo and Valparaiso, 203 bales.

Receipts of Leaf Tobacco from the Country.

For 9 days ending with January 31, 1914.		Since January 1, 1914.
Vuelta Abajo	211 bales	3222 bales
Semi-Vuelta	... "	204 "
Partido	124 "	132 "
Remedios	604 "	2062 "
Oriente	40 "	349 "
Total	979 "	5969 "

Buyers of Leaf Tobacco That Come and Go.

Arrivals—From New York: Julian Llera, of Carlos Garcia & Co.; Milton Samuel, of Maximilian Stern; Teodoro Perez, of Teodoro Perez & Co.

From Chicago: Harry Landfield, of Landfield & Steele; Nathan Elson, of Grommes & Elson; Mike Friedman, of M. A. Friedman & Co.

From Boston: Wm. Fisher, of Alles & Fisher; Albert W. Kaffenburgh, of I. Kaffenburgh & Sons.

From Tampa: Facundo Argüelles, of Argüelles, Lopez & Bro.; Celestino and Manuel Corral, of Corral, Wodiska & Co.; Celestino Vega, of Celestino Vega & Co.; José Lovera, of the José Lovera Company; Jacob Rosenberg and Antonio Fernandez.

From Philadelphia: E. A. Calves, of E. A. Calves & Co.

From Ottumwa: Julius Fecht, of Julius Fecht & Co.

From Montreal: H. C. Fortier, of the J. C. Fortier Company.

From Lancaster, Pa.: John F. Nissly and John F. Baer, of John F. Nissly & Co.

Cigar Importers and Representatives of Cigar Factories in the United States.

From New York: Wm. T. Taylor, representative of the famous Romeo y Julieta factory, for the United States and Canada.

From Philadelphia: M. J. McDonnell, of Yahn & McDonnell.

From Boston: J. E. A. Blaise and Esmond Rowley, of the great house, the S. S. Pierce Company.

From London, England: William C. Smith, of the large importers of cigars, the John Hunter, Morris & Elkan Company, Ltd.

Returned—From Chicago: Walter C. Sutter, of Walter Sutter & Co.

From Spain: Fernando Fernandez, of Fernando Fernandez & Bro.; Constantino Junco, of M. Abella & Co.; and Antonio Roce, uncle of Don Pepin Rodriguez.

Departures—To New York: Benito Rovira, Joseph Mendelsohn, Fred Schulz, David Simmerman, Charles Landau, Julian Llera, Wm. T. Taylor and Francis Taylor, Jr., and Herman Stearn.

To Chicago: Harry Landfield, Nathan Elson, B. Link, Jacob Benner, H. A. Franklin and Mike Friedman.

To Tampa: Angel L. Cuesta.

To Montreal: Domingo Granda.

To St. Louis: M. Mattison.

To Boston: Charles B. Perkins and Sam Grysmich.

To Philadelphia: M. J. McDonnell.

Cigars.

We present herewith the exports of cigars from the port of Havana during the month of January, as per our official custom house returns, and which unfortunately again show a bad commencement in the new year, as they indicate a shrinkage of over one and one-half millions, as compared with the same period of the past year:

From January 1 to January 31, 1914	11,507,444 cigars
From January 1 to January 31, 1913	13,161,385 "
Decrease during the month of January, 1914	1,653,941 "

The following nine countries show decreases, viz.:

United States	573,704 cigars
Great Britain and Ireland	483,199 "
Canada	247,750 "
Argentine Republic	190,984 "
Germany	108,806 "
Spain	104,575 "
Chile	87,355 "
Brazil	30,420 "
Uruguay	21,071 "

There are only three countries which had increases in January, 1914:

Peru	118,000 cigars
Australia	67,405 "
Dutch West Indies	35,250 "

As can be seen by the above figures, the three principal countries which have decreased their imports of our cigars were: the United States, England and Canada; but we hope that they will make up for the shrinkage later on in the year, as soon as the holiday goods have been all consumed. As the cigars made from the 1914 crop are excellent in taste and aroma and could not be any better, the fault of the lesser demand can only be ascribed to poor economic conditions, which are bound to give way to better times in the future.

Don Pepin Rodriguez stated that Romeo y Julieta was as busy as always.

H. Upmann & Co. also declared that business with them was better.

Partagas is working quite satisfactory to its owners, Cifuentes, Fernandez & Co.

Henry Clay & Bock & Co., Ltd., have no complaints to make in their factories.

Hoyo de Monterey is working steadily, according to the season.

Flor del Fumar has received some very fine orders of high priced regalia sizes from the United Kingdom, Germany and the United States, which will keep Felipe Rodriguez & Co. quite busy.

Castañeda and Fonseca are well supplied with orders from the principal countries.

Sol has lately received satisfactory calls, which keep the factory working well.

The other factories, such as Por Larrañaga, Punch, La Flor de A. Fernandez Garcia, La Flor de Tomas Gutierrez, Belinda, Flor de José Otero, Eden and C. E. Beck & Co., are all working normally, according to the season we are in.

Leaf Tobacco Notices.

J. Bernheim & Son were the large buyers of 3500 bales of Remedios during the past fortnight.

Sobrinos de A. Gonzalez were sellers of various vegas and lots to their customers during the last two weeks.

Harry Landfield was a buyer to some extent in our market for the firm of Landfield & Steele, of Chicago.

F. Rocha & Co. disposed of over 425 bales of leaf during the last fortnight to their customers.

H. B. Franklin is still here trying to secure some choice lots of leaf for his firm, H. B. Franklin & Co., of Chicago.

Other sellers were: José C. Puente & Co., Herrera, Calnet & Co. Gonzalez & Benitez, Selgas & Co., Diaz, Herrera & Co., Sierra & Martinez, etc.

Buyers were: Harry Cohn, Jacob Benner, David Simmerman, Sam Grysmich, Benito Roivra, Joseph Mendelsohn, M. Mattison, Fred Schulz, Julian Llera, etc.

(Continued on Page 30)

A Fine Display *of* Quality Cigars

This splendid exhibition of "Loveras," recently appeared in one of the windows of the Owl Cigar Store, at Fifth and Spring Streets, Los Angeles, Cal. The display appealed immediately to smokers of quality goods with the result that a heavy run was made on "Lovera" cigars.

Ike Wentworth, whose genial countenance recently appeared in THE TOBACCO WORLD, is the author of this display, and to be sure that no one else would be blamed for it, he did the dressing and arranging of the cigars himself.

Forgers of Tobacco Orders in Philadelphia

Harry Feldman, aged fifteen, of 330 Reed Street, Philadelphia, Pa., is being held while the police search for the man who gave him a forged note with which he was to secure 2000 cigarettes from Charles A. Krull, tobacco dealers, of 1206 Arch Street.

The firm lost 20,000 cigarettes last week by giving that quantity to a boy who presented an order purporting to be from one of their best customers. When Feldman came in, Benjamin Kaplan, a member of the firm, became suspicious. The note the boy presented purported to come from a customer named Abrahamson. When Kaplan questioned Feldman he said that the note had been given to him by a stranger who offered him fifty cents if he would bring the cigarettes back to him.

Jottings

According to a recent report, the State of Ohio raises annually 90,000,000 pounds of tobacco, valued at $9,000,000. While the process of growing is distributed throughout the State, the greatest portion of tobacco is produced in the Miami Valley and the southwestern part of the State.

A cigar factory to open in the near future and to provide employment for seven or eight men, has been secured for Bennettsville, S. C., through the efforts of the Chamber of Commerce of that city following the outlining of a policy for industrial expansion by that board.

The weekly pay roll in Key West cigar factories amounts to from $50,000 to $60,000.

A voluntary petition in bankruptcy was recently filed by Charles Ehret, a cigar manufacturer of 522 East Long Street, Columbus, O., before the United States Court, with liabilities aggregating $394.99, and assets of but $10.75.

To Retire From Retail Tobacco Business

Breneiser Brothers, Eighth and Penn Streets, Reading, Pa., announce an important change in their business. Beginning on Wednesday, April 1, they will give up their retail business and will continue their wholesale trade at their present stand. The United Hat Stores, 803 Penn Street, will move into the corner store now occupied by Breneiser Brothers' retail department.

Another Cigar Factory for Key West

Ralph Henson and Arutro Lecuona, two enterprising young cigarmakers and business men, Saturday started a cigar business in Key West, Fla., the firm name to be Henson & Lecuona, and they will manufacture nothing but high-grade Key West cigars, made from the best Cuban material.

The number of the factory is 328, and is situated on Ann Street between Greene and Front.

Tobacco Show at Red Lion

The second annual tobacco show of Red Lion, Pa., will be held in that city, in the basement of the Opera House. One of the features of the show will be the testing by smoking machines of tobacco grown on the State and National government experimental station, located near Red Lion, in order to determine the burning quality of Pennsylvania seed leaf, for which nineteen different kinds of fertilizers have been used.

Harry J. Tehan

Harry J. Tehan, thirty-three, formerly a traveling salesman for the Burley Tobacco Company, died February 4, at the home of his mother, 3207 Garland Avenue, Louisville, Ky.

Mr. Tehan was a native of that city and was a member of Louisville Council No. 4, Junior Order United American Mechanics, the Royal Arcanum and the Woodmen of the World. He is survived by his widow and one child. Funeral arrangements will be made later.

Chicago

Trade Condition Fair in City—Nineteen Salesmen Selling "Cairo" Cigarettes—Campaign Against Smoking on Surface Cars—Hilbronner & Jacobs Representative in Town

CHICAGO, ILL., February 10, 1914.

GOOD business continues to smile upon the cigar and tobacco merchants. For that matter, every line of business has remained good here, with the exception of those industries which depend upon cold weather. These, the writer regrets to say, have not prospered, and some, indeed, have been brought to the verge of despair by the persistent mild weather. In other years the mercury has been below the zero mark many times before the present corresponding period, but this year zero was reached for the first time last Sunday morning. Most of the time the temperature has been above the freezing point. This means that such businesses as the fur, clothing, ice and coal industries have suffered to a considerable extent. The wine importing houses have complained also that the warm weather is against them. Such wine houses as Many, Blanc & Co., on the North Side, who also handle an extensive line of fine imported cigars for the city trade, have complained that business has been hampered by the lack of frigid weather. However, zero weather has arrived at last and it is not probable that this complaint will be heard again. With the single exception of the weather, the local trade has not been the victim of a disturbing influence. Retailers, jobbers and manufacturers are all doing a nice business.

No settlement has been reached in the attempt of the "Progressive Union" to include the cigarmakers of the Wohl & Comstock factory, which now employs about forty non-union men. The feeling has reached such a stage that police protection is necessary for these men. It is not probable that the company will yield to the demands of the organization.

Complete details in the failure of Stroud & Jackman, local retailers, with two stores in the Loop district, show that the liabilities are greater than was at first thought. They reach more than $9000, with assets of about $5000, if the stock can be disposed of in the proper manner. The creditors include G. W. Faber, $1888; Rancon Suarez, $752; Francisco Bolano & Co., $303; Quiros & Vilazon, $487; Perfecto Garcia, $100, and Wengler & Mandell, $96.

The American Tobacco Company has turned loose nineteen salesmen in the city to introduce "Cairo" cigarettes, cork tip variety, selling at ten for five cents. It is said that the company has planned an extensive advertising campaign on this package.

Morrison, Plummer & Co., has taken over the "Havana Ribbon" cigar, formerly handled by Franklin MacVeagh & Co., the wholesale grocers. The cigar has an established following in this territory and the new distributors plan to push the sale during the coming year both in the city and in the country.

E. T. Redpath, a cigar man well known to the Western trade, has purchased the Richeimer buffet and cigar store on East Randolph Street. The price named was $15,000. The Richeimer establishment is famous as the "hangout" of members of the theatrical profession, and many famous actors are said to have made merry there in the old days.

Frank B. Light, manager of the sales department of the House of Crane, of Indianapolis, has resigned to accept a position as a sales-manager with the American Cigar Company. He will have charge of the entire selling force in the states of Iowa, Illinois and Wisconsin. Mr. Light is well experienced for his new work, as prior to his connection with the House of Crane he was a division manager of the Federal Cigar Company. He will make this city his headquarters and will co-operate with the salesmen of the J. B. Moos Company in pushing the sale of the various cigars of the company.

Taussig & Co., leaf tobacco jobbers, have completed a new sample room in the basement of their establishment at 319 West Randolph Street. It has all the attributes of a modern sample room, with a number of special devices for keeping tobacco in first-class condition.

Helen, the seventeen-year-old daughter of Andrew J. Simpson, secretary of Best & Russell, manufacturers and distributors, came near catching a burglar the other day. Her father had taken the family out to dinner, leaving the apartment at 852 Lakeside Place unoccupied. The girl saw the door open and investigated. She ran squarely into a youthful robber. She screamed and tried to grab the intruder, but he broke away and ran down an alley with $300 worth of silver which he had gathered into a sack.

Mrs. H. S. McAuley, of Chicago, shocked the wild and wooly town of Denver last week by smoking cigarettes in public. Together with her sister, Mrs. E. F. Dunlevy, a society leader of the Western city, she "lighted up" in a downtown hotel, in the presence of a large number of the smart set. In reply to the unfavorable criticism which her action excited, Mrs. McAuley said:

"I had no idea I was doing anything unusual. I see it everywhere else over the country and I supposed, of course, that Denver women were doing what Chicago, New York and Philadelphia women were doing."

The police say that Hugo Kuhlmey, a cigar salesman, is a fugitive from justice, following an alleged attempt to murder his wife here. The pair had been separated for some time. Last week the husband appeared and asked for a reconciliation. This was refused. He then drew a razor and slashed the woman's throat. She may recover.

O. S. Marks, a cigar salesman, advertised for the return of his wife's hand bag, containing $319, which was lost in a downtown department store. In the advertisement he announced that no questions would be asked, and that a reward of $50 would be given. The bag was returned and Mr. Marks kept his promise, but the circumstances of the return were such as to excite suspicion, and he informed the police.

C. B. Graham, formerly of New York, has succeeded B. H. Clayton at the United Cigar Stores Company. Mr. Clayton resigned some time ago. Mr. Graham has already entered upon his new duties.

W. J. Wilson, who was formerly a district manager with the American Tobacco Company, has gone with the Lovell & Buffington Tobacco Company, of Covington, Ky. He will act as department manager for Chicago, Northern Illinois and Michigan. Mr. Wilson has had ample experience to guide him in his new work.

Much noise is being made by reformers, who have nothing else to attack any more against smoking on the front platform of street cars. Instead of compelling the company to furnish special cars for smoking purposes, as do the elevated roads, these busybodies, who are for the most part bridge playing club women, have taken up the cry that smoking on the front platform of the street cars is objectionable to women who are obliged to get off the cars through this exit, and also because the health of the motormen might be injured. The preachers and the newspapers, who are always glad to get anything to harp upon, are aiding in the campaign, but it is the writer's opinion that nothing will be done. New cars which are being purchased by the company, however, have no accommodation for smokers, as they are of the "muzzle loader" type. It is probable that in time all the cars with smoking compartments will be gradually retired in this manner.

The company was flouted in a severe manner the other night, in this respect, however, when a young man seated near the middle of the car calmly lighted a cigarette. The conductor sniffed the air and then rushed in and informed the young man that he would have to stop. The young man pointed to the thermometer, which was about two degrees above the freezing point, and said:

"The city ordinance requires that these cars be heated at fifty degrees, too. You obey the city's rule and I'll obey the company's."

The conductor got the laugh from the amused passengers and retired in confusion.

Lighting a cigar in a room filled with escaped gas will cause an explosion, according to A. M. Bell, a local plumber, who was bossing a job in the basement of a new building. He had heard that this might happen, but it took a practical demonstration to convince him. Three other men were also blown up, but none were seriously injured.

More than 157,000 women registered in Chicago recently for the first time and will vote in the spring elections. What the effect of this new influence in politics will be upon the cigar business is a matter which is causing the local trade some concern. The saloon interests are worried, and they make no secret of the fact. In all the towns of Illinois where the women have voted under the new suffrage act the saloons have gone out of business, and the liquor men who look to Illinois as the main field for distribution declare that it is only a question of time when the whole state, including Chicago, will be as dry as a herring. However, that is far in the distant future, as the writer sees the situation. The effect of all this upon the cigar business is obvious to any member of the trade, who knows what valued customers are the saloons. The local leaf houses declare that the man who runs the "buck-eye" in the small town depends for the most of his trade upon the saloons, and for that reason the small factories are being crippled in some sections in a serious fashion. It is the opinion of some members of the trade, however, that the passing of the saloon will not work any permanent harm to the cigar business, but that the trade which formerly bought in the saloons will buy in the drug stores and in the regular cigar stores. This is a question which only a practical test can solve.

Samuel Jacobs, of Hilbronner & Jacobs, was a Chicago visitor last week. He also made St. Louis and a number of points in the Middle West. He reported conditions satisfactory in most of the places which he visited. He said that Henry Hilbronner was away on an extended trip to San Antonio, Texas, and other points in the South.

Traill & Cooling Company, cigar dealers of Austin, a suburb, were fined $75 and costs by Judge Uhlir in the Court of Domestic Relations for selling cigarettes to high school pupils under age. Joseph Muller, another dealer, with a store in West Madison Street, was fined $10 and costs on the same charge, with the addition of tobacco. George Fisher, who also runs a cigar store in West Madison Street, was fined $10 and costs on a charge of selling tobacco to boys under age. Eighteen similar cases were continued.

Robbers rammed a hole three feet square in the wall of the United Cigar Stores Company at 1051 West Twelfth Street last week, and escaped with $170 taken from the safe, which they blew with nitroglycerin. The robbery was not discovered until Edwin Hood, a clerk in the store, appeared for work the next morning. Several boxes of cigars and cigarettes were also found to be missing after an inventory had been taken. The police were interested in the original manner in which the robbers entered the store. The evidence showed that the plaster was chopped with a hatchet and the bricks pushed in with crowbars.

G. W. WHITCOMB.

Attractive Counter of the Citizens' Cigar Store, Los Angeles

This illustration shows the attractive stand of the Citizens' Cigar Store, known at Store No. 2, next to the Lyceum Theatre, on South Spring Street, Los Angeles, Cal.

Morris Burke is the proprietor of the store, and his clerk, Mark Pouker, appears in the picture.

Pittsburgh

Business Shows Increase—Robbers Steal "Edgeworth"—Reymer Brothers Have Display on "Partagas"—Many Visitors in Town

PITTSBURGH, PA., February 10, 1914.

BUSINESS the early part of February is showing quite an increase. Most of the stores are having a good February and it looks as though we will have a better year than ever.

J. W. Klein, of Cleveland, O., representing Larus Brothers Co. on "Edgeworth" and "Qboid" tobaccos, has been boosting these two popular brands in and around Pittsburgh for the past three weeks. Mr. Klein has been very successful in getting a lot of very fine window displays while on his visit to this city. Among them was a very fine display in the C. J. Moye Co. store on Sixth Street. In fact, it was so attractive that the window was broken into during the night and stripped of its contents. I suppose they were "Edgeworth" smokers and would accept no substitutes.

C. B. Guttridge, the well known tobacco jobber of Braddock, Pa., has opened a very elaborate premium department in his place of business and is now ready to redeem all coupons and tags issued by the Liggett & Myers Tobacco Co. One of his large windows are being reserved for permanent display for some of the various premiums. This is a very handy convenience for persons interested in securing premiums for their coupons without the necessity of having to send their coupons away for redemption. In view of the fact that this premium station has been open only a few days, the business done has been very encouraging and demonstrates that it will meet with great success.

The big advertising campaign on "Polar Bear" tobacco is bringing results and everybody reports the brand coming back into its own. The town is being covered with attractive displays and handsome enamel signs.

C. A. Gibbs Co. have a very nice display of "Tuvals." They have just received a nice lot of advertising matter and are going to have a campaign on this brand.

Reymer Brothers have a very nice display of "Partagas" imported cigars. They carry this brand in all its sizes.

There is a rumor about town that Reymer Brothers will take over the Carnegie Building cigar stand. This stand is owned at present by Jos. T. Snyder.

Shipley-Massingham Drug Co. are having quite a success on "Saramitas" and "Cuesta-Rey" cigars.

The Bock-Stauffer Co. still have a campaign on "Jenkinson Best Stogies."

The Jenkinson Co. store on Wood Street has a very nice display on the "Duquesne Bouquet" cigars.

Jos. Zimmermann's business on Liberty Avenue is increasing considerably since opening the new Victoria Theatre, which is opposite his store.

The following visitors were in town: R. W. Nassauer, representing Ruy Lopez & Co.; S. R. Brown, representing S. G. Brown, New York; P. T. Green, representing Carry's Roofing Co., Cincinnati, O.; S. M. Frank, of S. M. Frank & Co., pipe manufacturers, New York; W. R. Campbell, sales manager Stephano Brothers, manufacturers of "Rameses" cigarettes; J. M. Cuyar, A. Diaz & Co., Tampa; A. W. Lennox, Garcia-Pando Co.; W. A. Charles, G. S. Nicholas Co., New York; Mr. Wolfe, "Boldt's Specials," Philadelphia, Pa.; C. S. Lehrberg, Raymon Rey Co., Tampa; J. R. Burns, F. Lozano Sons Co., Tampa; Ben. J. Strauss, Perfecto Garcia & Brothers; Frank L. Rouland, Lopez Hermanos & Co., Tampa; H. G. Solomon, Solomon Brothers & Stern, New York; W. E. James, J. W. Merriam Co.; E. A. Riay, Omnios-Vellazn & Co., Tampa; W. J. Gestal, Marcelino Perez & Co.; C. H. Heath, El Draco Cigar Manufacturing Co.; S. J. Manheimer, Haufman Brothers & Bondy, pipe manufacturers.

A. I. F.

Union American Cigar Company Holds Election

At the annual stockholders' meeting of the Union American Cigar Company, held in Pittsburgh on Friday, February 6, the following directors were elected for the ensuing year: G. P. Waidely, E. A. Kitzmiller, Samuel Bailey, Jr., J. J. Satterthwait, E. G. Lang, Charles B. Evans, Julius Marqusee, Tilghman Johnston and N. D. Lean.

After the adjournment of the stockholders' meeting the board of directors met and the following officers were elected: G. P. Waidely, president; E. A. Kitzmiller, vice-president; N. D. Lean, treasurer; E. S. Hurt, secretary, and T. E. Griswold, auditor.

United Cigar Manufacturers' Company Holds Meeting

At the annual meeting of the United Cigar Manufacturers' Company, held last week in New York, the following directors were re-elected: Jacob Wertheim, Alfred I. Esberg, Preston Herbert and F. W. Shiffer.

A delay in completing the statistics of the Gunst affiliations prevented the presentation of a financial report. It is expected that a statement will be ready for the stockholders about the end of March.

Another meeting will be held shortly to transact further important business in connection with the workings of the company.

Los Angeles

"Americans" "Made in Bond" Reach the City—"Copyright" Cigar Going Good—Merchants and Manufacturers Association Takes Stand for "Home Products"—"Optimo" is Gaining Ground on the Coast

LOS ANGELES, CAL., February 4, 1914.

"POLLY" WILLARD is once more in this city, as he cannot stay away any length of time without getting that funny feeling for Los Angeles. He has a new song to sing on this trip and spells it "Commercial." He has rehearsed his part on his way to Los Angeles pretty well, for before he arrived here, Haas-Baruch & Company, distributors of this splendid new cigar, reported the first shipment out of the way. He will be with us for the next four months or so boosting the "Commercial" cigar. With the assistance of his jobbers, "Haas-Baruch & Company, and the manager of the cigar department of this firm, Mr. Cameron C. Trau, there can be no doubt but what the cigar will be very well placed in this market in a very short time.

The Quality Cigar Stores, nine in number, are displaying this week the "La Preferencia" cigars. These cigars are distributed by the Klingenstein Company, with very good results shown.

The first box of "American" cigars, made in bond by E. Regensberg & Sons, of Tampa, Fla., was received by Mr. Isie Klingenstein, of the Klingenstein Company, and without a doubt as soon as the first shipment is received they will have a never-ceasing wail from the retailers for the reason that they cannot get enough "Americans."

M. A. Newmark & Company, of this city, also received the first shipment of "Jose Vila" cigars, manufactured by Berriman Brothers, and this shipment lasted them only eight hours. They were immediately shipped out to fill back orders. Joe Goldsmith and Fred Conwell, two of the most popular and successful salesmen in this section of the country, are the ones responsible for the state of affairs brought about by their hustling to get orders for the "Jose Vila" cigar, "Made in Bond."

Did it rain? No, it did more than rain; it actually snowed in some sections of the South here. Now when it comes anywhere to snow down this way, it is time to raise a kick, but after a number of months of dry weather, then a month or two of weather which tended to scare our aspirations of a record orange crop, this rain (shall I call it rain?) brought the greatest amount of joy to the people of this beautiful southland. The frost scare vanished; the automobile industry flourished; business in general is at the present time on the "rush," due to the receipts for the oranges coming in all the time. This year's citrus crop is called a "bumper" crop, and "bumper" it is! Why, when one tells you that this year's rainfall is six times greater than that of last year's fall, and the rain season is not half over as yet! Right now, the cigar business is profiting by this rain, and not a bit less than any other line of business. Here's hoping we have more rain!

Geo. J. Yocum, of Yocum Brothers, Reading, Pa., and I. Klingenstein, of the Klingenstein Company, this city, have just returned from San Diego, Cal., where they made a special call on the trade in that territory and found conditions very favorable.

Gus Feder is at the new location at 635 South Hill Street, and Gus has a good following wherever he goes. He has given away on the opening day, Saturday last, five "Don Remo" cigars with every purchase of five "Don Remos." He has disposed of 1875 on his opening day, which is surely not a very bad send-off.

The Klingenstein Company have engaged six of the most prominent specialty men in waging a campaign on "Duke of York," "Golden Sceptre," "Golden Floss" and "Milo" cigarettes, and these six men have done nice work on these brands of smoking tobaccos, all handled by Klingenstein Company.

The College Inn Cigar Store has moved one door north of their old location on Spring Street. It is furnished with an attractive new set of fixtures and furnishings, as the proprietor, Mr. Ed Cohn, believes in the best of everything for his trade. The brands of cigars featured by Mr. Cohn are the "Lovera," "St. Elmo" and "Optimo" cigars. These cigars are his best sellers. His specialty is the "Aragon" cigar, which comes in thirty-two different and attractive sizes.

"Omar" cigarettes are getting one of the most wide distributions in this city at the present time. The purchaser gets a German silver cigarette holder free with each purchase of these cigarettes. "Omar" cigarettes outsell any fifteen-cent cigarette in this market, is the way the retailers speak of this package.

Geo. W. Walker Cigar Company are working a cigar called "Straight Goods," and this cigar is getting a good bit of attention from their salesmen as the cigar is of good quality and bids fair to become a winner for the house of Walker.

Fred Barman & Brothers have leased the corner of Sixth and Spring Streets and will here open another of their elegant smoke parlors. They have also opened a handsome smoke store in the new Clark Hotel and here Barman Brothers will have a splendid chance to put forth their choice brands to smokers of the best.

J. J. Gans Brothers are yelping for help! On account of the washouts of recent date all the shipments from the East have been held up and their orders of "Lawrence Barrett" and "Tom Keene" must wait until the goods arrive. Bob Gans is at the present time in the Imperial Valley territory writing orders for his firm. Bob goes out to get them and never fails.

The "Copyright" cigar, manufactured by Luckett, Luchs & Lipscomb, of Philadelphia, Pa., and handled in this territory by Woodward, Jones and Johnson Company, is getting its share of the business and very good placements are being recorded right along by the jobbers handling this cigar. Mr. Jones, of the house controlling this cigar, says he cannot speak too highly of this splendid five-cent cigar. The demand is steadily increasing rather than diminishing.

The Merchants' and Manufacturers' Association today is boosting the home products campaign following election of officers and adoption of home products resolutions late yesterday.

Edward A. Geissler, vice-president and secretary of the George J. Birkel Company, is the new president. He succeeds William G. Hutchinson. Officers elected are: E. A. Bowles and W. E. Bush, vice-presidents; Marco Hellman, treasurer; F. J. Zeehandellar, secretary. Geissler spent eighteen years in business in San Francisco and twelve in Los Angeles. His motto is: "The establishment of greater business confidence in Los Angeles."

The home products resolution pledged the association to adhere to its home products policy and to urge all manufacturers to support the campaign. The Merchants' and Manufacturers' Association now has a membership of ten thousand and they are one and all boosting the home products. They had a parade which was three miles in length, in which all products manufactured in Los Angeles, Cal., were put on display. The "St. Elmo" and the "La Abilidad" cigars, manufactured in this city, were both given elegant displays on floats and drew no end of expressions of admiration from the crowds banking the sidewalks as the pageant moved onward. The "La Abilidad" cigar has been on the market for but a short time, being manufactured by Valrance & Woodworth. They inform me they are using a double shift of cigarmakers to supply the ever increasing demand for this cigar. It is well distributed, being in all the leading cafes, hotels, saloons, club rooms, etc.

"Ike" Wentworth, representing E. M. Schwarz & Company, of Tampa, Fla., is campaigning on the "Lovera" cigar. The "Lovera" cigar has been on this market for some time and is gaining friends right along. "Ike" has placed many grand window displays of "Lovera" throughout the city recently.

Cameron C. Trau, manager of the cigar department of Haas-Baruch & Company, states that the "Commercial" mild Havana cigar, which they just took hold of, is proving a steady winner, not only throughout the city, but repeating right along in the outside territory. This cigar is made in five sizes.

Klauber-Wangenheim Company, of this city, have just placed an order with A. Santaella for one-half million "Optimo" cigars made in bond, to be delivered just as soon as the goods can be made up by the factory. The "Optimo" has been gaining right along.

ALKALI.

"United" Closes Up-State Factories

As the result of the indefinite suspension of work by the York City Cigar Company, York, Pa., whose factory is located at Smyser and Penn Streets, over one hundred cigarmakers have been placed on the list of the unemployed. The factory, which is owned by the United Cigar Manufacturing Company, is said to be the largest in the Southeastern section of Pennsylvania. The United Company also controls factories in New Jersey and in many cities throughout the South. It also operated factories in Windsor and Dallastown, but has since suspended these operations and sold the leases to Eisenlohr Brothers. The factories at Seven Valleys and Red Lion are now the only factories controlled by the company in that district. Activities, however, are being extended throughout the coal regions of Pennsylvania where new factories have been erected. The York City Stripping Company, on North George Street, another of the company's possessions, is operating on full time, and in all probability will be continued.

A new five-cent line recently added by J. G. Atherholt, 111 South Broad Street, Philadelphia, is the "Prince Tulane" cigar, a product of Gumpert Brothers, 227 Church Street.

This cigar is Havana filler with shade grown wrapper and is especially blended to meet the demand for cigars of medium strength at a popular price.

San Francisco

Weather Holds Up Business—"Websters" Going Good With New Distributors—"Loveras" With "Made in Bond" Stamp Expected Soon—"Flor de Moss" Representative Back on the Job

SAN FRANCISCO, February 5, 1914.

San Francisco is now having a touch of real bright, crisp, sunny California winter weather. It is the first really nice weather that has visited the city in a good many weeks, and everybody is rejoicing in it. Retailers report that smokers are out in force, and that trade has picked up wonderfully during the last week. There is a general improvement in all lines of business, and the cigar merchants are getting an early taste of the really active times that are promised for the spring and for the remainder of the year.

January has not been a very pleasant or a very profitable month for the wholesalers as far as immediate results are concerned. The weather has been decidedly against spot business, though mighty favorable as far as future prospects are concerned. A good many salesmen postponed their trips more or less on account of the continuance of the storms, and those that got away found it hard to get around or to make a very good showing. During the last few days of the storms, washouts and delayed trains became a feature of the entire state. Now, however, the roads have been mostly repaired, and business is going forward in fine shape. Though the selling season in the country will be considerably behind that of last year, it is expected that it will be a much bigger one when it is all over. The state has hardly ever been in a better buying mood in the interior than now, with a prospect of excellent crops and abundant prosperity and practically all of the retailers with very short stocks.

Edward Wolf, head of the Edward Wolf Company, made a short trip to Sacramento and other central California points last week, and came back with a belief in a big business year for that section. Mr. Wolf has a number of salesmen out now on his Manila cigar and cigarette lines, and will cover California more in detail for these goods than ever before. The Eastern demand for his Manila importations, the "La Insular" and "La Prueba," is growing all the time.

Milton Esberg, vice-president of M. A. Gunst & Company, left for the East a few days ago. He will spend a few days at Washington, where he will represent San Francisco at the National Chamber of Commerce, and will then go to New York to be present at the annual meeting of the United Cigar Manufacturers' Company.

Helvey & Hopkins, proprietors of the Opera Cigar Company, of Fresno, Cal., have moved a half a block nearer the center of the business district and have opened one of the finest cigar stores and pool parlors in the West. The interior fittings of the entire establishment are of mahogany and plate glass, and the proprietors are reported to have spent considerably above $10,000 in the work.

Another new Fresno store which will rival the best is that of Samuel's Smoke House in Fresno's finest new building at the corner of J and Mariposa Streets. This store is now being put in shape and will be ready for opening about the middle of February.

A report from Sacramento says that Leon Posner, of that city, has secured a lease on the cigar stand in the new Travelers' Hotel, now in course of construction.

Mr. Newman, formerly associated with the Stockton, Cal., branch of Samuel's Smoke House, has opened for himself at the corner of Market and San Joaquin Streets, in that city, and is already doing a nice business.

Eddie Allenburg, the well-known California salesman, who recently associated himself with the jobbing house of H. L. Judell & Company, began work on the new lines on February 1. He is now working up the trade in San Francisco, and will follow this by some active work in the cities on the other side of the bay.

H. L. Judell & Company, who took up the distribution of the "Webster" cigar of Y. Pendas & Alvarez at the first of the year, report that this line has taken hold nicely. Considerable shipments have now come in and the company is making deliveries now on eight sizes. Two additional sizes will be in stock within a few days.

Major Burrows, of the San Francisco office of the Jose Lovera Company, reports a fine January business on the Loveras "Little Cigarros." Major Burrows is expecting a visit early in the month from D. E. Kline, vice-president of the Jose Lovera Company. Mr. Kline will get here about the time that the first Loveras duly bonded and double stamped reach the San Francisco market.

"Molly" Hull, one of the Western representatives of the Theobald & Oppenheimer Company and other lines, has arrived at his San Francisco headquarters after a trip through the Rocky Mountain States in the interest of his lines. Mr. Hull, together with Charles Knubel of this city, covers the entire West for their lines.

SPIETZ & WORCH ABANDON INTEREST IN DETROIT FACTORY OPERATED UNDER THEIR NAME

DETROIT, MICH., February 8, 1914.

SPIETZ & WORCH are now in the process of disposing of their holdings in the United Cigar Manufacturers' Company, and will establish a factory of their own. Such is the announcement from Detroit. Three appraisers are now at work, determining the value of the holdings of Spietz & Worch in the factory, and as soon as their decision is handed down, the gentlemen will be paid their price and the factory will revert to the United Cigar Manufacturers' Company, and will probably be known under that name henceforth.

The appraisal is in charge of Charles Davidson, of the Banner Cigar Company, who is acting as referee, assisted by Fred Meyer, acting for the firm of Spietz & Worch, and Oscar Rosenberger, representing the United Cigar Manufacturers' Company.

The news of this move has landed like a bomb in Detroit trade circles. However, the news has been anticipated through the fact that Messrs. Spietz and Worch were recent visitors in New York, and it was rumored at that time that some such move would probably be made soon.

About one year ago, Messrs. Spietz and Worch established the Wayne Cigar Company, and have been marketing the well-known "S. & W. Hand-Made" in a very successful manner. Their business has grown tremendously, and the call for their goods is extremely heavy in Western territory.

This is the latest of several interesting changes that the United Cigar Manufacturers' Company have made public since the first of the year.

Floral Offering on Fifty-fifth Anniversary

A floral offering from his daughter, Nellie, in the shape of a large cigar and standing about seven feet high, was a very pleasant surprise to John C. Davis, an old-time cigar dealer of Cincinnati, O., located at 412 Vine Street. The flowers were in commemoration of Mr. Davis' fifty-fifth anniversary in the tobacco business.

Herman Moss, Western representative of the S. R. Moss Cigar Company, has returned to San Francisco after a six weeks' trip to the factory. Mr. Moss brings with him a new high-grade size, the "Longfellow."

Charles Kohlberg, one of the outside men of H. L. Judell & Company, is now in the Sacramento Valley, from which section he is sending in some very nice orders. Emil Judell, of the same house, has completed his Humboldt County trip, and is again in San Francisco for a short stay before going forth for more orders.

J. Hess, a cigar and tobacco dealer of Riverside, Cal., has been visiting the San Francisco wholesale trade this week.

The smoke and fire damaged stock from the recent fire at Glaser Brothers, on Montgomery Street, is now being offered at special sale by Weinstein's, a more or less cut-rate general merchandise establishment, with several stores outside the main business district of the city.

Milton Esberg, of M. A. Gunst & Company, just before his departure for the East, spoke before the San Francisco Chamber of Commerce at its annual banquet in this city, at which the guests of honor were United States Secretary of the Treasury, W. G. McAdoo, and Secretary of Agriculture David F. Houston.

The American Tobacco Company has made something of a hit with the handsome enameled tie clasps that are being given away this week with "Egyptienne Straights" cigarettes.

Garrow & Dougherty, of Stockton, Cal., who are booked to lose their old stand on May 1 next, when the old building is to make way for a new one, have more than made good the loss by securing the cigar stand and privileges in the addition to the Clark Hotel in that city.

A new cigar store is shortly to be opened in the Imperial Hotel at Stockton, Cal., in the near future.

ALLEN.

OBITVARY

R. D. Swain

A LARGE circle of friends in the trade were shocked to learn on the 11th instant that R. D. Swain, the veteran cigarette man, who has been covering New York State for Philip Morris & Company, Limited, for some time past, had dropped dead in the streets of Ithaca, N. Y., the day previous.

Mr. Swain, although fifty-two years old, was an exceedingly young looking man and slipped by for forty, easily, among those who did not know him well.

He had a very winning personality and was very successful for a number of years as a member of the Surbrug Company's selling staff previous to his connection with Philip Morris & Company.

The funeral took place in New York City.

Lewis Eisenbrand

Lewis Eisenbrand, for thirty years engaged in the leaf tobacco business, died on February 2, at his home, 2023 North Thirty-third Street, Philadelphia. He was fifty-five years old.

Mr. Eisenbrand was born in Adamstown, Lancaster County, and went West to enter the tobacco business in Muncie, Ind. Twenty years ago he came to this city to become the local agent for a large tobacco firm of New York City.

Mr. Eisenbrand is survived by a widow and two children.

Charles C. Bissell

Charles C. Bissell, one of the largest growers and packers of tobacco in that section, died at his home in Suffield, Conn., on February 3, following an operation for appendicitis. He was forty-six years old.

The deceased was president of the local savings bank, a prominent Mason and active in the Baptist Church. Mr. Bissell is survived by one son, Charles S., who is a student in the Sheffield Scientific School, at Yale.

Philip Weber

February 9th witnessed the passing of Philip Weber, at the home of his daughter, 609 Manor Street, York, Pa. Mr. Weber was extensively engaged in the cigar manufacturing business for a number of years, having entered the business in the early seventies, continuing until 1902, when he retired. Mr. Weber is survived by three sons and three daughters.

Jonas H. Jones

Jonas H. Jones, head of the wholesale tobacco and cigar firm of Jones & Davis, died on February 2, at his home, 676 Delamere Place, Flatbush, Brooklyn, N. Y. He was fifty-five years old.

The deceased is survived by a widow and three children.

O. J. Furman

O. J. Furman, a salesman for Newman and Ullman, cigar manufacturers of Peoria, Ill., was found dead in bed in a hotel in Rock Island, Ill., on January 28. At the inquest a verdict was returned of death due to heart-disease.

The deceased made his home at 605 Chambers Avenue, Peoria, Ill. He is survived by a widow.

Harry Phillips

Harry Phillips, well-known cigar and tobacco dealer, of Minnesota Junction, Wis., died recently at the age of sixty years, as the result of failing health, following the amputation of his foot several months ago. Previous to his venture in the retail line, Mr. Phillips conducted a cigar manufacturing business.

Adam J. Hasnau

Adam J. Hasnau, who for a number of years conducted a cigar factory in the West End, Cincinnati, O., died at his home as the result of a lingering illness. Mr. Hasnau is survived by his widow.

Bartlett Moses

Bartlett Moses, whose death occurred at Ellington, Conn., a short time ago, was a well-known tobacco grower in Ellington and Windsor. Mr. Moses, who was sixty-seven years old, is survived by a widow and two sons.

Edmund Maccaffil

Edmund Maccaffil, a well-known wholesale tobacco dealer, died at his residence, 251 West One hundred and twenty-ninth Street, New York City, on Friday, February 6. Mr. Maccaffil was born in New York sixty years ago and was graduated from Columbia University with the class of '72. He was a member of several societies connected with the university. His wife and two daughters survive him.

Charles Bosch

Charles Bosch, sixty-five years old, wholesale and retail cigar dealer, died February 12, at his residence, 228 Federal Street, Camden, N. J. He was a Mason. Mr. Bosch was a widower. He is survived by two children, Carl and Nellie Bosch.

Havana Letter

(Continued from Page 24)

Exporters of leaf tobacco from the port of Havana from January 19 to January 31, and above 200 bales, were:

Virgilio Suarez	2539	bales
Leslie Pantin	1264	"
J. Bernheim & Son	741	"
Mark A. Pollack	663	"
Michaelsen & Prasse	535	"
Maximilian Stern	487	"
Perez, Capin & Co.	449	"
J. F. Berndes & Co.	350	"
M. A. Suarez & Co.	294	"
Ernst Ellinger & Co.	269	"
Manuel Suarez	223	"
Sidney Rothschild	206	"
Bridat & Co.	202	"

A Few Notes of Interest or Happenings.

Hermann Diehl, of the firm of Gutierrez & Diehl, has become the proud father of a healthy, bouncing boy, at the beginning of this month, and who shall be christened as Hermann Diehl, Jr.

B. Wassermann, senior partner of the B. Wassermann Co., of New York, arrived here on the third instant, as a passenger of the big excursion boat, "Laurentic," bound for Panama and intermediate ports. Mr. Wassermann had sufficient time to call upon the numerous friends that he has in this city and exchange salutes. He looked to be in excellent health and spirits.

Julius Fecht, of Ottumwa, Ia., who is a cigar manufacturer and also a leaf dealer in his city, has now also become a tobacco farmer here, having purchased some lands near Herradura, and when we saw him he spoke in glowing terms of his fine crop this year, laying particular stress upon the fact that the tobacco would burn, which he considered as the principal question of Cuban tobacco raising. He is now bound for the Isle of Pines to enjoy some fishing in the adjacent waters, carrying a complete outfit, even to tackle some sharks, if the latter would only bite, and which, he states, is not the case around the Isle of Pines. He expects to be home during the middle of March.

ORETANIV.

CLUBDOM SMOKING No. 10

Showing the entrance to the University Club Michigan Boulevard and Monroe Street, Chicago, Illinois

(This is the tenth of a series of sketches of the leading social clubs of the United States, paying particular attention to the cigar departments, purchasing agents and the favorite brands of each club.)

Articles in this series have appeared on the following clubs:

No. 1—Lambs' Club, New York.
No. 2—Union League, Philadelphia.
No. 3—City Club, Chicago.
No. 4—Olympic Club, San Francisco.
No. 5—The Pittsburgh Athletic Association.
No. 6—The Chicago Athletic Association.
No. 7—The Illinois Athletic Club, Chicago.
No. 8—The Union League Club, Chicago.
No. 9—The Fellowcraft Club, Detroit.

ONE raw, cold day, late in November, when the leaden heavens were alternating between a desire to rain or snow, a tall, broad-shouldered young man with two suitcases stepped from the Union Station and looked down the murky chasm between the skyscrapers of Adams Street. The gusts of wind swooped down on the russet bosom of the river, and crumpled the surface into transient ripples. The wind beat against the resolute face of the young man, too, but unlike the bosom of the river, the face suffered no change. To him the frowning skyscrapers, dotted many stories up in the air with windows of yellow light even though the time was noon, seemed like the fortresses of the enemy, calling to him to come forth and give battle. The whistle of the traffic policeman, who regulated the stream of street cars, teams, and people at the crossing where he stood, sounded like the whistle for the kick-off, making him tingle to his finger-tips and feel like he ought to make a sudden sprint down the field after the football.

He moved forward and the face became more resolute.

"They all look the same to me," he muttered to himself, surveying the mass of office buildings.

"And this one," he continued, "looks as likely as any of them."

He swung into the headquarters of the hardware trust, although he did not know that fact at the time. If he had, he might have hesitated. But he did not know, and he did not care. To the polite young man who stepped forward to receive him, he said, with an aggressiveness peculiar to half-backs who are sure ground gainers on skin tackle formations:

"I want to see the president of the firm!" (We would set this in upper case but for the fact that it would spoil the looks of the article.)

The clerk gasped.

"But he is very busy this morn——"

"Never mind! Tell him there's a young man here from Indiana, just out of college, who wants to go to work for him. What's more, tell him quick, or I'll walk in and tell him without your assistance!"

The clerk grasped the railing for support, but he went.

When he returned, the young man saw from his face that he had heard something from the president which he did not expect.

"He will see you," said the clerk, in a voice which suggested that he could not believe his own words.

The doors of the private office opened to admit the young man, and then closed behind him. He noticed that his footsteps made no sound on the thick green carpet, and he trembled a little in the wrists. With the tail of his eye he caught a suggestion of rich oil paintings in golden frames on the wall, and he swallowed hard. But the benevolent gray-haired old gentleman who sat across the mahogany desk did not increase his alarm. He did not look like a man who was four times a millionaire, and besides the young man did not know that such was the case.

"Why didn't you ask for the superintendent of employment?" asked the president in a kind voice.

"Because, if I should land a position here, I want you to know I am working for you," replied the young man.

The president smiled.

"You are bold. However, if you have no other engagement and would like to come over to the University Club, where I eat luncheon, as my guest, I think I will talk with you. I am always interested in young men from college, and besides, I came to Chicago much after the manner in which you have arrived. Of course, that was thirty years ago, but principles remain the same. I had $10 even with me when I landed, knotted in a red handkerchief."

"And I have $12.53 in a leather pocketbook. I mean $12.52. I spent a cent for a newspaper."

"Well," smiled the president, "if you are ready we will be on our way. It's quite a little drill from here over to the University Club."

"That's my car," said the president, not without pride, as they emerged from the building. He pointed to a

handsome limousine. "I always walk over at noon, however, as I formed the walking habit years ago when I lived on the north side and was saving carfare."

Presently, after crossing several streets where the young man imagined that he had narrow escapes from being run over, they turned into a magnificent street which had skyscrapers only on one side, with a long row of white globe lamps in the middle and a continuous procession of automobiles, which made a drowsy hum like bees swarming out in the orchard.

"This," said the president, "is Michigan Boulevard."

"Wonderful!" exclaimed the young man.

"And this," he continued, stopping before a massive building at the corner of Monroe Street, "is the University Club."

They turned in at the door, which was one of the revolving kind. Other sleek, prosperous-looking men, who greeted the president familiarly and looked with interest at the young man, were entering the building in a stream. Inside, at a table, sat a man in blue uniform, who watched the members as they entered. None escaped his eye. He was there, explained the president, to see that no person entered the club who was not a member or who was not in the company of a member.

They walked up three steps and found themselves in the checking room. Receiving little square brass checks for their hats and overcoats, they entered another room, which seemed to be a sort of lounging parlor, combined with a writing room. The shields of different universities, which the young man recognized at a glance, were emblazoned on the walls in a sort of border.

"Perhaps," said the president, "we might go down and take a swim in the tank before we lunch."

The young man was agreeable, and after they had registered in a little book, according to the rules pertaining to out-of-town guests, they started down the stairs.

"I'll show you around down here first," said the president, who by this time had become more like a college boy than the head of the hardware trust. "These are the lockers. Each member has a key to his locker, and the rules governing them are very strict. Here are the dressing rooms and out here the gymnasium. We have everything in the equipment of a first class gymnasium, including a running track up above. These rooms here are steam boxes, where by regulating the steam, you can get about any kind of a bath you want."

They circled about the place and presently paused before a booth to get towels and swimming suits. They entered the water and here for the first time the young man had a chance to show that he could do something else besides gasp and murmur "Wonderful!" He was at home in the damp element and executed some fancy dives from the springing board. He noticed, however, that a number of other men in the tank, some of them twice his age, were remarkably proficient in swimming and diving.

"We have no old men here," said the president over the partition as they were dressing after their plunge, "for around here all men are young in spirit. The man you saw at the entrance to the club has instructions to bar old age."

The president and his young companion walked up the stairs, through the check room and over to the elevator. They got off on the fifth floor.

"Here is our main dining room," said the president, as they entered a large room, lighted with the inverted system. "We have white male waiters, as you notice, for we have found them more satisfactory than any other kind."

They selected a table over in a corner, and ordered a light luncheon, which was promptly served in excellent fashion, with a great display of silver service. Following the appearance of the finger bowls the young man tried to smuggle a dime under the edge of his plate as a tip, but the president stopped him by saying that tipping was not the custom in the club and that the waiters were well paid and did not expect anything.

"I might say," said the president, "that, financially speaking, our dining room just about breaks even. That is all we want, for few club dining rooms break even and some of them lose money. This is not the only room we have, of course. There are a number of private dining rooms and a couple of ladies' dining rooms on the floor above."

When the dishes were cleared away, the president asked the young man what he would like to have to smoke. The young man paused. Seeing his embarrassment, the president came to his rescue.

"We have any kind you could imagine," he said, "'Upman's,' 'Bocks,' 'Elites,' 'Ben Bey,' 'Lucius,' 'Partagas,' 'Romeo,' 'Hoyo,' 'Punch,' 'La Vello,' 'La Venga,' 'Lady Abbey,' or if you want cigarettes we have 'Condax,' 'Pall Mall,' 'Melachrino,' or any of the other good brands."

The president and the young man made a selection from this list, and having lighted with the same match, settled back and through the blue smoke made the agreement which gave the young man a position.

On the young man's request they took the elevator down to the writing room.

"If you'll pardon me," he said, "I'm going to drop a card to my mother right away and let her know about this."

"That's proper," said the president, "and when you get through with that I'll show you our pool and billiard room."

This room proved to be one of the largest and most popular in the club. Men, old and young, circled around the tables, smoking both cigars and cigarettes. The air was opaque with exhalations.

"Of course, we have a bar," said the president, "and it's a very popular place for a lot of members who like that sort of thing. For my part I always take a cigar when I am asked to drink. They keep several boxes of the best kind close at hand for fellows like me."

"I do not drink," said the young man, with wisdom, "but I certainly like a good cigar like the one we got upstairs."

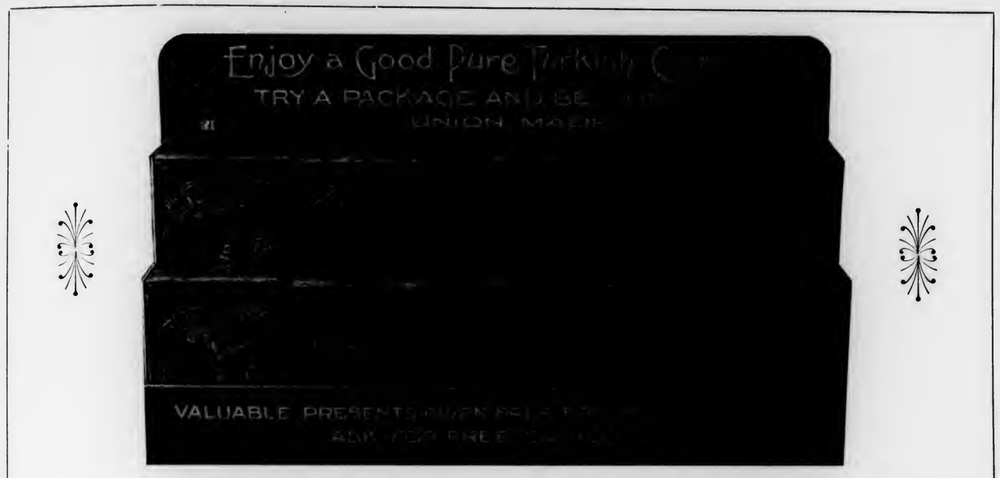
"Perhaps you would like to meet Mr. E. R. Young, who is in charge of our cigar department," suggested the president.

The young man was agreeable, and Mr. Young proved to be a most pleasant gentleman.

"Yes, we sell lots of cigars here, and we handle none but the best. We sell lots of cigarettes also, especially to the younger members. The members are very discriminating and like fresh cigars for the most part. However, we have excellent humidor facilities. We have three stands throughout the building, one on the main floor, one on the third, near the billiard room and one on the fifth, near the dining room. We serve members from the stand which is closest, and thus save our servants many unnecessary steps."

"And now," said the president, "we have seen the University Club. None but college graduates may enter, and at the present time we have a long waiting list. We always manage somehow, though, to get a man in who makes himself really wanted. Of course, the cost of membership is high, but as we take only the men who succeed, they can afford what is asked. Some day, you will belong, my boy, if you make good as I think you will, but to belong now would be beyond your means and would hinder you in making your way up in the world."

They passed out into Michigan Boulevard, throwing away the stubs of their cigars as they did so. The young man took a deep breath of fresh air off the lake, clenched his hands, and said, as though he had reached a decision: "Yes, I will succeed, and some day I am coming back here, as a member!"



SPLENDID DISPLAY PACKAGE FOR "FIFTH AVENUE" CIGARETTES

"CALICO" SERIOUS TOBACCO DISEASE

Known Under Different Names—A Development of the Mosaic Disease—Agricultural Department Issues Special Bulletin

WASHINGTON, D. C., February 9, 1914.

A SERIOUS disease to tobacco plants, which often greatly damages the crop, has been carefully studied by scientists of the Department of Agriculture. The Department has just issued an extensive report describing the nature and symptoms of the disease and such methods of control as have been found effective. Careful experiment has shown that certain insects spread this disease, and in greenhouses, plants screened with fine cloth and fumigated with a nicotin paper were kept free from it. In the field, the only method of control at present available seems to be the prompt removal of all plants infected with the disease.

Laborers in the operations of worming, suckering, and topping tobacco plants may readily communicate infection from diseased to healthy plants, for if healthy plants are brought in contact with the sap of diseased plants the malady is apt to develop. This is in addition to the spread of the disease by insects, and as the infection is so readily carried it is obvious that afflicted plants are always infection centers so long as they remain in the field.

The methods of fumigation tried in the greenhouse experiments proved so successful that the question of their application to the seed bed is now under consideration by the Department. The keeping of the "mosaic" infection from the seed bed seems a most important means of controlling its introduction and spread in the field. In so far as outbreaks of the disease may occur directly in the field the matter of successful control probably will be found to be exceedingly difficult. This is a matter still being investigated by the Department's scientists.

The development of the mosaic disease, commonly spoken of as "Calico," in tobacco plants, produces very noticeable changes in their appearance. The blossoms of the plant are often distorted; the leaves may be dwarfed, distorted and blistered and are always more or less mottled; frequently the entire plant is dwarfed. In very young plants at the two-leaved or three-leaved stage, and in much larger plants, in the rosette stage, the first visible symptom of the disease usually appears as a slight downward curling and distortion of the smallest, innermost leaves.

The disease is known locally in many sections by different names. In the tobacco sections of Kentucky and Tennessee "walloon" is often used. The disease has also been termed "chlorosis," "mottled-top," "calico," etc.

The new bulletin regarding this disease can be had free on application to the Department of Agriculture, at Washington, D. C. The bulletin is No. 40, of the Department series and is entitled "The Mosaic Disease of Tobacco."

New Cigar Company for Lancaster

It has been rumored in tobacco circles that a company would soon be formed in Lancaster to put on the market an All-Lancaster cigar, to retail at five cents. The plans call for a cigar factory that will employ a couple of hundred cigarmakers and a thoroughly trained force of tobacco sorters, men who will be able to select the very finest tobacco grown in Lancaster, as it is important that the first All-Lancaster cigars put on the market shall be of the very best quality.

It is believed that if a trade could be established for an All-Lancaster cigar that it would be a big boost for Lancaster County tobacco growers.

Bloch Brothers Tobacco Company Holds Annual Meeting

The stockholders of Bloch Brothers Tobacco Company held their annual meeting on January 27, at their headquarters in Wheeling, W. Va. According to reports the past year was a successful one and everyone seemed pleased with the volume of business that is coming to the company.

The following directors were re-elected for the ensuing year: S. S. Bloch, J. A. Bloch, W. M. Tiernan and A. O. Maxwell.

Otto Zeigler is removing his wholesale cigar business to his new building at 523 East Michigan Avenue, Lansing, Mich. For the time being the retail and wholesale departments will be conducted separately.

Detroit

Many Cigar Salesmen in Town—Elks Plan New Home—Detroit Factory of Spietz & Worch Turned Over to United Cigar Manufacturers—Harry Earnshaw at Banner Factory

DETROIT, MICH., February 9, 1914.

"It never rains but what it pours," is well applied to the large number of cigar salesmen who have been visiting here for the past two weeks. Prominent among them have been Ben Lesser, of F. Lozano & Company, who has many friends here and who succeeded in doing a nice business; Jose M. Cuyar, of Andrez Diaz & Company; Jesse Powell, representing the "First Consul" cigar; Isador Mayer, representing Jeitles & Blumenthal, Ltd., of Philadelphia, who has a number of fine accounts here with Soper Segar Company, E. M. Harris & Company and McAllister & Smith, jobbers; Jack "Aploma" Kelley; Fred Suss, representing the American Cabinet" and "Liederkranz" cigars; Frank I. Horning, who is visiting the retail trade in the interest of the "Don Antonio" cigar, and his jobber, Claude Howell; J. H. Weller, boosting the "Solace" cigar; Al Korn, of S. H. Furgatch & Company; Nate Shapero, representing the "Van Dyck" cigar; Perry Bland, of Martinez Havana Company; Nate Rice, little cigar department, American Tobacco Company, and Will Charles, of G. S. Nicholas & Company. All called on THE TOBACCO WORLD correspondent and said they were enjoying a good business; also that they were glad to get to Detroit, "the finest town in the country."

W. F. Collins, general sales manager of the Ben Bey Cigar Company, has been spending a few days in the Upper Peninsula of Michigan calling on old friends and looking up trade for the "Ben Bey" cigar.

A new Elks' Temple building is soon to be constructed in Detroit on Lafayette Avenue. It will cost close to a half-million dollars and will be one of the finest institutions of its kind in the Middle West. Plans have been completed and contracts will be let very shortly. There will be a high-grade cigar department in connection with the same, which will be located on the main floor.

John R. Macdonald, former cigar dealer in Flint, Mich., has been chosen by the Progressive Party in that city as candidate for mayor, and has accepted.

At the smoker given by the Greeters Club, of Detroit, on February 5, the crowd was so large that many had to stand up. The number of tickets actually sold was over 800, although not more than 500 was really expected. "Natural" and "Philip Morris" cigarettes were used and "Dutch Master" cigars. Most everybody wanted the cigarettes on account of the crowd comprising mostly the younger element. Eddie Lichtig, representing the Philip Morris Company, was present and greeted his many friends.

At the annual meeting of the stockholders of the Globe Tobacco Company, the following officers and directors were elected for the ensuing year: Homer McGraw, president; A. C. Stellwagen, vice-president; W. R. Hamper, secretary-treasurer and general manager. Directors: Homer McGraw, A. C. Stellwagen, John R. Kempf, C. M. Hamper and Walter R. Hamper. The financial report showed that 1913 was an excellent business year.

B. E. West, of the West Drug Stores, Inc., Grand Rapids, Mich., has secured the controlling interest in the Walter K. Schmidt Drug Company, operating at 308 Monroe Avenue. Through this purchase the Schmidt store will be added to the chain of the West drug stores. It gives the company control of four stores on Monroe Avenue; all of them handle cigars.

A new store is being built for J. C. Taggart, cigar and confectioner in Cheboygan, Mich., whose former place of business was ruined by fire a few weeks ago.

The directors of the Detroit Club elected the following officers for 1914: F. M. Alger, president; George W. Alexander, vice-president; Burns Henry, vice-president; R. G. Lathrop, secretary; Henry H. Sanger, treasurer; J. T. Whitehead, auditor; W. A. Livingstone, chairman of the house committee, and A. W. Russell and James H. Holden, members of the house committee.

Charles A. Holt, who occupies a position as salesman in one of Snyder's stores on Woodward Avenue, Detroit, was arrested ten days ago on a charge of stealing over $600 from his employer.

Otto Ziegler, of Lansing, Mich., has moved his wholesale cigar department from the South Washington store to the new Ziegler Building at 523 East Michigan Street. This is Mr. Ziegler's own structure and gives him considerably more room to carry on his growing business.

Billy Freleigh, of the Best & Russell Company, is working the western part of Michigan, giving most of his energies to "Sanchez y Haya" and "Robert Burns" cigars.

Fred Childs, of the Best & Russell Company, is sojourning in Tampa.

Edward T. Cary, in charge of the pipe and novelty department of the Snyder chain of stores, has returned to Buffalo after closing out the Snyder stock at 119 Woodward Avenue. On the first of February this store was taken over by the Harry W. Watson Company.

The Mazer Cigar Company, manufacturers of the "Miss Detroit" and "La Cavalerie" cigars, are now in their new addition. They have added many cigarmakers, and will now be able to increase their output and take better care of their customers. Henry Mazer is on a trip through the Middle West.

Frank Niles, of Niles & Moser, passed through here recently on his way to the Bermudas. While in the city he spent a few hours with Al Worch and Charlie Spietz, of the Wayne Cigar Company.

Oscar Rosenberger, of the San Telmo Cigar Company, returned on February 9 from an extensive business trip through the West.

Sandy Stewart, of the Superior Cigar Manufacturing Company, has left on a business trip through the West.

John P. Hemmeter, of the Hemmeter Cigar Company, is back from a trip to New York City.

The appraisal of the Spietz & Worch factory in Detroit will be resumed after the ninth with the return to the city of Oscar Rosenberger, who is one of the appraisers, and who represents the United Cigar Manufacturing Company. Fred Meyer, as appraiser, represents Messrs. Spietz and Worch, while Charles Davison, of the Banner Cigar Manufacturing Company, as appraiser, is the referee. When the appraisal is completed, Messrs. Spietz & Worch will be paid their price for the value of their holdings, thus abandoning their interests in the company and turning them over to the United Company. When this arrangement has been completed and settled up, the Detroit factory, now known as the Spietz & Worch Company, will be changed to the name of the United Cigar Manufacturing Company.

Frank Smith has purchased the cigar and tobacco stock of L. A. Prout & Son, Petoskey, Mich.

John C. Busby, of Cadillac, Mich., has entered in the cigar and restaurant business at 205 Mitchell Avenue.

A quantity of cigars and money was stolen recently from the cigar store of Lynch & Roser, at Kearsley and Asylum Streets, Flint, Mich. Entrance to the store was gained by raising a window. This firm has been the target for robbers twice before, but has never before this suffered any loss.

Thirty boxes of cigars were stolen from the store of Mark Howitz, 801 St. Antoine Street, Detroit, on February 6. The thieves gained entrance through a cellar window. The value of the stolen cigars was $56.

Fred McCloy, of Bay City, is doing some fine work as salesman for the Blackney Cigar Company, of Saginaw. He is numbered among the "star" salesmen that visit the Saginaw Valley district.

A. Courtney succeeds M. J. Hill in the cigar and billiard business in Potterville, Mich.

William W. Watson, arrested by the Federal authorities in Detroit for illegally packing cigars, was released last Monday under the terms of a compromise effected with the Internal Revenue Department in which a fine was paid.

The National Cigar Company, of Detroit, has been capitalized for $20,000 to engage in the cigar manufacturing business. Those holding most of the stock are F. J. Rogers, Leo F. and Jacob Freund.

Card Garrison, of the Banner Cigar Manufacturing Company, left February 1 for a business trip to the Pacific Coast which will consume the major portion of two months. He expects to open up a number of new accounts.

A prominent visitor to the Banner factory recently was Harry A. Earnshaw, manager of the cigar and tobacco department of Stone-Ordean-Wells Company. In 1913 Mr. Earnshaw disposed of about one million "Royal Banner" cigars, and in 1914 hopes to do better than that. He says it is the best selling seed and Havana cigar he handles. Mr. Earnshaw also has a big trade on the "Lucius" cigar. He told THE TOBACCO WORLD representative that the "Lucius" was the first clear Havana cigar that his firm was able to make any headway with in thirty-five years; as a matter of fact, he only took on this brand five months ago and during that time has had a phenomenal business on it.

Alexander Herbert, vice-president of the Philip Morris Company, arrived in town this morning and will remain for a few days. This is Mr. Herbert's first visit to Detroit in some time.

The first week of February was one of the largest in the history of the cigar department at the Hotel Pontchartrain, the sales exceeding the same period of any previous year.

A number of cigar salesmen visiting here this year and calling on the retail trade have shown an inclination to get "sore" because some dealers would not put in their line. Doesn't the salesman understand that no dealer can put in every brand that's made and that naturally someone must be on the outside? Just the other day a salesman called at the Hotel Pontchartrain with a line of goods that is not even advertised in any of the trade journals. He started in by telling what a better line of goods he carried than his competitors, and he succeeded in getting the manager to look at his samples. "Your price is right, although I have seen better goods; but we could not put them in at present anyway." The salesman was actually insulted; thought he was doing a favor by showing his samples and thought he should have got an order. He used a lot of unnecessary language, with the result that he will probably never get his goods in at that particular stand. If this salesman uses these same "strong arm" methods everywhere he goes, it is no wonder that his firm would find it a waste of money to advertise in the trade journals. What good the adver-

(Continued on Page 35)

Ozier & McCready Get Permanent Injunction

Ozier & McCready, of Akron, O., have won a victory in the case brought against the Realty Benefit Company and others, involving the lease of the cigar firm in the burned Woods Block. In a decision recently handed down by the Court of Appeals, Ozier & McCready were granted a permanent injunction, substantially as asked for in the petition.

The suit arose over the burning of the Woods Block in November. Ozier & McCready had a cigar store in one corner of the building. Their storerooms had not been much damaged by the fire and the firm attempted to continue business. The city building inspector declared the block unsafe and ordered it torn down. Ozier and McCready were told to vacate.

The cigar dealers immediately obtained a temporary injunction against the destruction of the building, their complaint being that the razing of the structure would terminate their lease. They contended that the block had not been totally destroyed, but could be rebuilt. Judge Rogers ruled against them.

The decision from the Court of Appeals is from Judge Grant. He holds that there was no total destruction and no forfeiture of rights of the plaintiffs. He declares that the building inspector ordering the destruction of the building acted unreasonably, arbitrarily and oppressively.

DETROIT

(Continued from Page 34)

tising might do the company would be offset by the harm done by the salesman. The purpose of this little true incident is not to cast reflections on any cigar salesman; on the whole, the cigar salesman is a mighty fine fellow and a thorough gentleman, yet there are some who fail to realize that you can "catch more flies with molasses than with vinegar."

McAllister & Smith, the enterprising jobbing concern which started in business less than nine months ago at lower Woodward Avenue, are building up a fine clientele and report a great business. They are handling a number of brands made by Sig Mayer, of Philadelphia, with good success.

J. M. Gans, of Gans Brothers, makers of the "Malco" cigar for LaFond & Company, of Detroit, spent a few days here the early part of the week in conference with Charle and Mose LaFond. Mr. Gans was pleased to note the big business which is being done week in and week out on the "Malco Five," which is the big feature at all of the LaFond stores.

Bon Furnas, of the San Etta factory, is on a trip through the West and has already landed some new customers. The "San Etta" is now being packed in tins, and at the stores of LaFond & Company in Detroit over 10,000 a week are being sold. Shipments are also being made to Parker-Gordon & Company, of St. Louis, who will distribute "San Ettas" in the South and West. Give the San Etta factory two years more and you are going to hear of them in a big way; they are making a good cigar for the money and the fact that it has the stamp of Detroit is going to help a great deal. People all over are getting to realize that a cigar made in Detroit means that it is the best, the same as an automobile made here.

T. C. Gales, of Henry Clay & Bock & Company, was in town early in the month calling on a few of the leading dealers.

Another prominent visitor here lately was Willis Andruss, in the interests of the "Fifty-Six" cigarette. With all due respect to Mr. Andruss, it must be admitted that of all the new cigarettes brought out in the past nine months, particularly of high-grades, "Fifty-Six" is the only one that is holding on and making any headway.

At the annual meeting of the Scotten-Dillon Company on January 27, reports were read of the various officers the past year and an election of officers took place for the ensuing year. The reports showed that about 20,000,000 pounds of tobacco had been manufactured during 1913, which was an increase of about 2,000,000 over the previous twelve months. The balance sheet ending December 31 showed a surplus of $732,000, after payment of dividends, including regular and extra disbursement. Election resulted as follows: President, M. W. Dillon; first vice-president, Alexander McPherson; second vice-president, Walter Scotten; secretary and treasurer, Daniel M. Lynch. E. C. Way, former president, who was injured recently by falling, was retired with a year's vacation and pay. Directors elected were: M. W. Dillon, Alexander McPherson, E. C. Way, M. E. Farr, A. B. Atwater, Henry Stephens and George W. Fowler.

AL U. THORNBURG.

Tampa-Cuba Company Offers $100 Reward

The following notice has been sent to THE TOBACCO WORLD by E. H. Smith, sales manager of the Tampa-Cuba Cigar Company:

"Decamps With $500.00.

Mr. J. Conner until recently employed as Assistant Cashier by the Tampa-Cuba Cigar Company, Tampa, Florida, made his get-away on January 17th, 1914, with $500.00 of the above concern's money. The Tampa-Cuba Cigar Company is offering a reward of $100 for his apprehension and retention.

His description is as follows:

White.
36 years old—looks 40.
5 feet 4 inches high, about.
Will probably have dark stubby mustache.
Florid complexion.
Decayed teeth.
Right foot poisoned, walked with limp part of the time.
Star tatooed on back of right hand; also tatoo on right wrist and arm.
Last seen wearing dark gray checked suit, black derby and tan shoes. May be wearing blue suit and black shoes.
Bookkeeper and typist by profession.
Writes beautiful hand.
Last seen on Franklin Street, Tampa, Florida, about 12.30 P. M., Saturday, January 17th, 1914.

If apprehended notify either the Tampa-Cuba Cigar Company, Tampa, Florida, or W. C. Spencer, Sheriff, Tampa, Florida."

Relief Association Formed

The employees of the Eisenlohr cigar factory at Manheim have formed a relief association for the benefit of persons employed at the factory. Following are the officers who were elected: President, William Reiff; vice-president, Allen Herr; financial secretary, Roy Rhoads; recording secretary, John Piffer; treasurer, C. H. Yung; trustees, H. H. Berntheisel, B. F. Hammer, J. M. McConley.

Recent Incorporations

Farmers Tobacco Warehouse Company, of Sumter, S. C. Capital stock, $15,000. Officers are: G. A. Lemon, president; W. G. Moses, vice-president; E. I. Reardon, secretary.

Dunn Tobacco Warehouse Company, of Dunn, N. C. Capital stock, $25,000. Paid in, $1500, by P. S. Cooper, C. J. Smith and K. L. Howard.

James F. Martin Company, of Peekskill, N. Y. Capital stock, $50,000. The incorporators are: James F. Martin, James F. Martin, Jr., and Raymond Martin.

Broadway Catering Company, of Chicago, Ill. Capital stock, $30,000. William H. Beckman, E. J. Phillips and James C. O'Brien are the incorporators.

Louis Heitman Company, of Dayton, O. Capital stock, $50,000. Cigar manufacturers. The incorporators are: Louis Heitman, William G. Vogel and J. H. Vanseman.

The National Cigar Company, of Detroit, Mich. Capital stock, $20,000.

Robert Harris & Brother, of Reidsville, N. C. Capital stock, $250,000. Paid in capital, $25,000. The subscribers are: W. S. Forbes, J. B. Pipkin, Robert Harris, Jr., and James A. Moncure.

Key West

City to Build Cigar Factory—Gato Company to Make Five New Shapes—Auto Polo Played at Army Post—Two New Sizes of "Mi Favorita"—Two More Applications to Bond Factories

KEY WEST, FLA., February 11, 1914.

THE cigar business has shown an upward tendency since my last report, as is attested by the healthy statement from the bonded warehouse both as to importations and withdrawals of leaf for immediate consumption. All the factories are operating under much more favorable conditions than at my last writing and at many of the larger shops additions to force have been made on the cigarmaking floor, while at others the production limit has been removed. In the shipping lists many new names will be found, which shows trade expansion.

Advices received by the Key West Realty Co. last week state that the park bonds had been sold and that the $60,000 voted by our citizens for that purpose was now in the bank at their disposal. Under the terms of purchase of a certain tract of land from the Key West Realty Co. by the city of Key West to be used for a park, it was agreed that the purchase price should be used in the erection of cigar factories and the bringing of other industries to the city. Thirty thousand dollars of this amount now available will be used to erect on the County Road a building for the "La Diligencia" factory of Moreda & Co., work on which now will be started this month. Laborers started yesterday to clear away the land so that building operations could begin immediately. The building will be of concrete, steel reinforced, one story high, 220 x 110 feet; 200 x 45 of this space will be taken up by the cigarmaking force, this being ample for the seating of five hundred workmen. The balance of the floor space will be divided between the picking, packing, stripping, shipping and office departments. The citizens of Key West are elated over the acquisition of the new factory. The "La Diligencia" factory of Moreda & Co. is owned by M. A. Gunst & Co., who are in turn controlled by the United Cigar Manufacturers' Co., which is one of the largest, if not the largest, cigar jobbing combines in the United States. The company under the terms of their contract with the Key West Realty Co. will be required to carry a large force of cigarmakers throughout the year.

The most prominent and important trade arrival since my last report was Monroe Falkenstein, of the large Pacific Coast jobbing house of S. Bachman & Co., of San Francisco, Cal. During his stay in town he made his headquarters at the office of the E. H. Gato Cigar Co., holding lengthy conferences with the heads of the firms and mapping out the business of 1914. It was decided to launch five new sizes for use in that territory. They will be known as "Longfellow," "Del Monte," "Thilats," "Queens" and "Ideals," and will be made up especially for the Pacific Coast trade. Mr. Falkenstein is very optimistic as to the outlook for the "Gato 3371 Yellow" label during the next twelve months in his section and leaving contracted for 10,000,000 smokes, which will be greatly augmented by many additional orders from the jobbing houses of S. Bachman & Co. at San Francisco and Los Angeles during the year. E. H. Gato, Jr., and family left last week for Cuba on a few weeks' pleasure trip. Thomas H. Gato, secretary and now acting manager, last week closed a contract for a handsome residence, which will be erected near the factory.

Superintendent Remigo L. Trujillo, of the Havana-American Co.'s factory, returned last week from Cuba, bringing with him over four hundred bales of very choice leaf for the use of his house.

Aaron Straus and Celestino Vega, of Celestino Vega & Co., the Tampa cigar manufacturers, passed through town last week, being en route to Havana on a leaf purchasing expedition.

The English and American Auto Polo teams which arrived here recently gave two exhibitions at the United States Army post much to the delight of our local sports. This is the first time that the game has been played in this city and our people displayed much enthusiasm in the game. The teams are under the management of Nat Reiss and have left for Cuba, where they will play several games.

Ralph Henson and Arthur Lecuona have opened a factory under the firm name of Henson-Lecuona Cigar Co.; factory number 328 has been assigned them by the Internal Revenue Department.

Robert S. Tatum, representing the Liggett & Myers Tobacco Co., was a caller on the local trade last week in the interest of the "Piedmont" cigarettes. He has since left for Tampa.

W. P. Archer was an out-going passenger to Tampa last week. Mr. Archer is the manager of the Key West Cigar Box Factory and goes to that city on business connected with his firm.

Jaime Pendas, of Moreda & Co., and Sam Thompson, of Thompson Brothers, left last week for a business trip to Cuba.

Carlos Tarro, of the Tampa-Havana Co., passed through town last week, being en route from New York to Tampa.

José Lovera, of the José Lovera Co., also passed through town, being en route to Havana.

Antonio Nales is getting ready to put his new brand "Principe Del Progresso" on the market.

Don Luis Martinez, president of the Martinez-Havana Co., is expected to arrive tomorrow from Havana. The matter of bonding the factory is now in the hands of Secretary James D. Connor at their New York office.

Business is in fine shape at the factory of the Ruy Lopez Ca. Orders are coming in both by wire and mail. A few additional cigarmakers were seated yesterday.

The Mi Favorita Cigar Co. made their initial shipment of two new sizes last week. They are known as "Rosita," a small cigar, and "Londres," a medium large size. Both are packed under their famous "Mi Favorita" label. At the factory business is in excellent shape.

While there are two applicants for permits to manufacture in bond, there is "nothing doing" as yet.

Tobacco Statement.

Importations of Havana leaf tobacco in bond for week ending January 23, 1914:

George W. Nichols & Co.	165 bales
Cortez Cigar Co.	64 "
Total	230 "
Withdrawals	225 "

Importations of Havana leaf tobacco in bond for week ending January 30, 1914:

Thompson Brothers	26 bales
Moreda & Co.	22 "
Mi Favorita Cigar Co.	12 "
Cortez Cigar Co.	25 "
Juan Esperdy	10 "
Total	95 "
Withdrawals	77 "

Importations of Havana leaf tobacco in bond for week ending February 7, 1914:

Havana-American Co.	467 bales
Ruy Lopez Ca.	194 "
Cortez Cigar Co.	18 "
Viciente Martinez	1 "
Total	680 "
Withdrawals	171 "

INGLACITA.

Cigar Shipments for Two Weeks Ending February 11th, Via Mallory Steamship Line to New York, Mobile, Galveston and the East and West Coasts of Florida.

	Cases
S. Bachman & Co., San Francisco..	28
H. Bercovich, San Francisco, Cal.,	8
M. A. Gunst & Co., San Francisco,	5
United Cigar Stores Co., San Francisco, Cal.	2
United Cigar Stores Co., New York,	23
Martinez-Havana Co., New York ...	9
Park & Tilford, New York	12
Geo. W. Nichols & Co., New York..	17
Metropolitan Tob. Co., New York..	6
R. H. Macy & Co., New York	2
E. H. Gato Cigar Co., New York ...	2
Gwynn, Straus & Co., New York ..	3
Austin Nichols & Co., New York..	1
Ruy Lopez Ca., New York	1
Acker, Merrall & Condit, New York,	1
Degenhardt Brothers, New York ...	1
Godfrey S. Mahn, Philadelphia, Pa.,	4
J. M. Campbell, Philadelphia	2
Dusel, Goodloe & Co., Philadelphia,	2
E. Bradford Clark & Co., Phila., Pa.,	2
Platter Tobacco Co., Dallas, Tex. ...	2
Southwest Cigar Co., Dallas, Tex.,	2
Skinner & Knecht, Los Angeles ..	4
M. A. Gunst & Co., Los Angeles,	2
M. A. Gunst & Co., Portland, Ore.,	2
Hart Cigar Co., Portland, Ore.	4
Cortez Cigar Co., Savannah, Ga. ...	21
Columbia Drug Co., Savannah, Ga.,	2
Old Dominion Tobacco Co., Norfolk, Va.	5
H. M. Hobbie Grocery Co., Montgomery, Ala.	5
Reymer Brothers, Pittsburgh, Pa..	2
J. & B. Moos Co., Dayton, O.	2
Jno. T. Woodhouse & Co., Detroit,	2
Kelly Cigar Co., Chattanooga, Tenn.,	2
Blumensteil & Wolf, Hot Springs ..	2
Patterson & Hoffman, Oklahoma City, Okla.	2
Valloft & Dreux, New Orleans, La.,	7
U. Koen & Co., New Orleans, La. ..	5
Rothenberg & Schloss, Kansas City, Mo.	2
Oberholtz & Poinsett, Kansas City,	2
White Hotel, Kansas City, Mo. ...	2
United Cigar Stores Co., Chicago..	8
Hill Brothers, Miami, Fla.	3
J. Lowenstein & Son, Houston, Tex.,	2
Chas. Moody Co., Charlotte, N. C.,	2
Progressive Cig. Co., Newark, N. J.,	2
Reichert Leaf Tobacco Co., Milwaukee, Wis.	2
A. Weil, Richmond, Va.	2
W. H. Nichols, Warren, Pa.	2
Boothby Hotel Co., Phila., Pa.	2
The Fair Store, Chicago, Ill.	2
Bourg & New, Seattle, Wash.	2
Capital City Tob. Co., Atlanta, Ga..	3
J. & B. Moos Co., Louisville, Ky. ..	3
Alabama Grocery Co., Birmingham,	3
Moore & Jones, Nashville, Tenn. ..	2
Henry Straus, Cincinnati, O.	3
Hart Cigar Co., Portland, Ore.	4
Cortez Cig. Co., Savannah, Ga.	6
Hill Brothers, Miami, Fla.	2
Sanford, Chamberlain & Albers Co., Knoxville, Tenn.	3
H. Bercovich, San Francisco, Cal. ..	4
M. A. Gunst & Co., San Francisco,	4
S. Bachman & Co., San Francisco.	6
Thomas F. Prunell, Miami, Fla. ...	2
H. H. Pinder, Miami, Fla.	2
J. B. Lucy Cig. Co., Jacksonville..	2
A. B. Snell, Macon, Ga.	2
Savoy Hotel, Seattle, Wash.	2
Hill Brothers, Miami, Fla.	4
Wadhams & Co., Portland, Ore.	2
Palm Pharmacy, Miami, Fla.	2
Simon & Salitzstein, Dallas, Tex.,	4
Elizabeth Meredith, Sherman, Tex.,	2
Sam Freund, Waco, Tex.	2
J. M. Crook, Paris, Tex.	2
A. B. Greenwald Cig. Co., Los Angeles, Cal.	2
H. Bercovich, San Francisco, Cal.,	2
Davidson Brothers, Houston, Tex. ..	2
S. Bachman & Co., San Francisco,	8
Glaser Brothers, San Francisco	2
Park & Tilford, New York	2
J. T. Morton, Kansas City, Mo.	2
L. M. Shork, Minneapolis, Minn. ...	2
Mi Favorita Cigar Co., New York ..	2
Geo. M. Kendell, Black Rock, N. Y.,	2
Godfrey S. Mahn, Philadelphia	2
Cortez Cigar Co., Savannah, Ga. ...	10
Columbia Drug Co., Savannah, Ga.,	2
George & Mitchell, Maryville, Tenn.,	2
Kingshaker Cigar Co., Kansas City, Mo.	2
Chicago Athletic Assn., Chicago,	2
Moore & Jones, Nashville, Tenn. ..	2
Stark & Hawkins, Toledo, O.	2
Coaty, Coleman, Philadelphia	2
Lamar & Rankin Co., Atlanta, Ga..	2
E. J. Rau & Co., Tacoma, Wash. ..	2
Hart Cigar Co., Portland, Ore.	2
Citizens' Commercial Club, Bingham, Utah	2
C. B. Lowenson, Butte, Mont.	2
Niles & Moser Co., Kansas City ..	2
J. S. Pinkussohn Cig. Co., Savannah, Ga.	2

C. C. Burgess, of Meridian, Miss., who is a popular salesman for the R. J. Reynolds Tobacco Company, has returned to that city to make his home, after an absence of ten years. Mr. Burgess says that Meridian is the best "Til" town in the United States.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 236 Chestnut Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

LA MOSINA:—29,701. For cigars, cigarettes, cheroots. January 28, 1914. A. C. Henschel & Co., Chicago, Ill.

YELLOW MOON:—29,702. For cigars, cigarettes, chewing and smoking tobacco. January 29, 1914. Chas. A. Bayler, York, Pa.

TANGENT:—29,703. For cigars, cigarettes, chewing and smoking tobacco. January 29, 1914. Chas. A. Bayler, York, Pa.

TEE UP:—29,704. For cigars, cigarettes, chewing and smoking tobacco. January 29, 1914. Chas. A. Bayler, York, Pa.

REAL KIDS:—29,705. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 29, 1914. A. F. Fix, Dallastown, Pa.

PRINCIPE DEL PROGRESSO:—29,706. For cigars, cigarettes, cheroots, chewing and smoking tobacco. January 29, 1914. Antonia Nales, Key West, Fla.

THE BIG DITCH:—29,707. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 30, 1914. C. B. Henschel Mfg. Co., Milwaukee, Wis.

EL BRODBO:—29,708. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 31, 1914. The D. A. Gallagher Tobacco Co., Dallastown, Pa.

CAMPERO:—29,709. For cigars. January 31, 1914. Harry L. Atland, York, Pa.

LA FURLANA:—29,710. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 31, 1914. Import Litho. Co., New York City.

BLUE DANUBE QUEEN:—29,711. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 31, 1914. Industrial Cigar Co., Pittsburgh, Pa.

HAVANA PUDDING:—29,712. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 31, 1914. C. W. Armstrong, Columbus, O.

BE JOLLY:—29,713. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 2, 1914. A. Z. Sherk & Co., Reading, Pa.

HAVANA BULLS:—29,714. For cigars, cigarettes. February 3, 1914. Enterprising Cigar Co., New York.

THE FEDERAL LEAGUE:—29,715. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 3, 1914. El Pavo Cigar Co., Chicago, Ill.

HAVANA CREST:—29,716. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 3, 1914. A. G. Smith.

USHER:—29,717. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 3, 1914. The Wilentz Tobacco Co., Perth Amboy, N. J.

STEEPLE JACK:—29,718. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 3, 1914. Petre, Schmidt & Bergman, Philadelphia, Pa.

HI-ROMA:—29,719. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 4, 1914. L. E. Newman & Co., New York.

HALE'S LEADER:—29,720. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 4, 1914. The Bradford Cigar Co., Tulsa, Okla.

NEW YORK TRAVELERS:—29,721. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 4, 1914. W. M. Siers Cigar Co., Kingston, Pa.

NEW ENGLAND TRAVELERS:—29,722. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 4, 1914. W. M. Siers Cigar Co., Kingston, Pa.

GREATFIND:—29,723. For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 4, 1914. H. M. Raab Cigar Co., Dallastown, Pa.

THE JEFF:—29,724. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 4, 1914. Benjamin Stewack, Philadelphia, Pa.

GREEN BOX:—29,725. For cigars, cigarettes, chewing and smoking tobacco. February 4, 1914. Starr & Reed, New York.

A GREEN BOX:—29,726. For cigars, cigarettes, chewing and smoking tobacco. February 4, 1914. Starr & Reed, New York.

THE GREEN BOX:—29,727. For cigars, cigarettes, chewing and smoking tobacco. February 4, 1914. Starr & Reed, New York.

THE LITTLE GREEN BOX:—29,728. For cigars, cigarettes, chewing and smoking tobacco. February 4, 1914. Starr & Reed, New York.

BROWN'S HAVANA:—29,729. For cigars. February 4, 1914. Brown Bros. & Co., Philadelphia, Pa.

LITTLE PIERPONT:—29,730. For cigars. February 4, 1914. Union Amer. Cigar Co., Pittsburgh, Pa.

LITTLE CABERET CLUB:—29,731. For cigars. February 4, 1914. Union Amer. Cigar Co., Pittsburgh, Pa.

ZONE OF PLENTY:—29,732. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 4, 1914. Kaufman, Pasbach & Voice, New York City.

KHIVA:—29,733. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 4, 1914. Kaufman, Pasbach & Voice, New York City.

GERMANIA STRAIGHT:—29,735. For cigars, little cigars, cigarettes, cheroots. February 4, 1914. Joseph Sognier, Savannah, Ga.

MELLOW BLEND:—29,736. For cigars, cheroots, stogies. February 5, 1914. Union Amer. Cigar Co., Pittsburgh, Pa.

LONG ROLL:—29,737. For cigars, cheroots, stogies. February 5, 1914. Union Amer. Cigar Co., Pittsburgh, Pa.

SOCIETY MIXTURE:—29,738. For cigars, cigarettes, chewing and smoking tobacco. February 5, 1914. The Fred G. Gollmar Cigar Co., Cleveland, O.

OWEN BLEND:—29,739. For cigars, cigarettes, chewing and smoking tobacco. February 5, 1914. The Fred G. Gollmar Cigar Co., Cleveland, O.

BLOCK'S HIGH-LOW:—29,740. For cigars, little cigars, cheroots. February 5, 1914. Superia Cigar Mfg. Co., Detroit, Mich.

BLOCK'S A. B. C.:—29,741. For cigars, little cigars, cheroots. February 5, 1914. Superia Cigar Mfg. Co., Detroit, Mich.

SEND'S BIG FIVE:—29,742. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 6, 1914. Michigan Cigar Box Co., Detroit, Mich.

SEND'S DETROIT FLASH:—29,743. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 6, 1914. Michigan Cigar Box Co., Detroit, Mich.

MARIA GAY:—29,744. For cigars, cigarettes, chewing and smoking tobacco. February 6, 1914. The Moehle Litho. Co., Brooklyn, N. Y.

LOLA FUENTES:—29,745. For cigars, cigarettes, chewing and smoking tobacco. February 6, 1914. The Moehle Litho. Co., Brooklyn, N. Y.

JUDGE READING:—29,746. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 6, 1914. The Wilentz Tobacco Co., Perth Amboy, N. J.

MI AMILIA:—29,747. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 6, 1914. Ricardo Ruiz, Chicago, Ill.

KEEN SMOKE:—29,748. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 7, 1914. F. E. Minnick, Dallastown, Pa.

KEEN BURNER:—29,749. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 7, 1914. F. E. Minnick, Dallastown, Pa.

LA KORONA:—29,750. For cigars, cigarettes, chewing and smoking tobacco. February 9, 1914. Storm, Fisher & Co., New York City. (Previously claimed February 2, 1911.)

NEXT FRIEND:—29,751. For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 9, 1914. T. A. Wadsworth, Detroit, Mich.

FLORIDA TRAVELERS:—29,752. For cigars. February 9, 1914. W. M. Siers Cigar Co., Kingston, Pa.

GOVENS:—29,753. For cigars. February 9, 1914. Otto Bregenzer, Baltimore, Md.

EL VADISCO:—29,754. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 9, 1914. A. Z. Sherk & Co., Reading, Pa.

DUKE OF CIGARLAND:—29,755. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 9, 1914. A. Z. Sherk & Co., Reading, Pa.

SPOONERS:—29,756. For cigars. February 9, 1914. Merchants' Cigar Box Co., Dallastown, Pa.

THE BREWERS 1913 PENNANT:—29,757. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 9, 1914. Mi Carlo Cigar Co., Milwaukee, Wis.

(*Continued on Next Page*)

TRANSFERS.

LA KORONA:—29,750. For cigars, cigarettes, chewing and smoking tobacco. February 9, 1914. Storm, Fisher & Co., New York City. Transferred to W. K. Knowlton, Boston, Mass., February 9, 1914.

SPANISH BLEND:—24,427. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 20, 1914. Moehle Litho. Co., Brooklyn, N. Y. Transferred to American Exchange Cigar Co., New York City, February 10, 1914.

HAMPTON ARMS:—28,197. For cigars, cigarettes, chewing and smoking tobacco. September 22, 1914. Moehle Litho. Co., Brooklyn, N. Y. Transferred to American Exchange Cigar Co., New York City.

SPOONERS: For cigars. Design registered February 9, 1914, by Merchants' Cigar Box Co., Dallastown, Pa.

Ill-Health Causes Retirement of Harry Swisher

Announcement is made of the purchase of the new cigar factory of Harry Swisher, of Newark, O., by John H. Swisher & Son. In addition to the factory it is said that about $70,000 worth of stock was taken over.

The reason given for the sale is that Harry Swisher is in poor health and desires to retire from business.

Harry Swisher Sells Bethesda Cigar Factory

The T. M. Kildow Cigar Company, of Bethesda, O., has recently purchased the cigar factory, fixtures and good will of the plant in that city recently owned by Harry Swisher. The sale is said to have involved a considerable sum of money.

When it became known that the property and business was to be sold, A. O. Orrison & Son, former owners of the business, made an effort to secure an option on the factory. The deal was consummated, however, with the T. M. Kildow Cigar Company. This company is composed of J. B. Wilson and W. T. Bolon.

Hickey Brothers Open Sixth Store

Hickey Brothers, of Davenport, Ia., have recently acquired their sixth cigar store and will shortly open at the corner of Third and Harrison Streets, in the location now occupied by Berg Brothers. The store has been leased by Hickey Brothers for a long term of years.

Deisel-Wemmer Company Makes New Record

During the year which ended December 31, all records of the Deisel-Wemmer Cigar Company were broken, when it was found that the output had totaled 113,000,000. The company is now employing upwards of 3000 people and has recently opened two new factories. With these increased facilities it is predicted by officers of the company that during the current year they will push the mark up to 135,000,000.

Two hundred and fifty applications have been received at the branch factory of the Deisel-Wemmer Company, at St. Mary's, O., for positions when the factory opens. The quota of the factory is four hundred. Experienced employees will be sent to St. Mary's to instruct the green hands.

National Cigar Leaf Growers Benefit

In order that higher prices might be obtained and their crops marketed in better condition, the tobacco growers of the Miami Valley, O., banded themselves together under the title of the National Cigar Leaf Growers' Union, and today it is composed of 6000 members. The union, which is built upon a co-operative basis controls twelve co-operative warehouses, each capitalized at $10,000, with from twenty-five to twenty-seven stockholders. Each warehouse handles the tobacco of approximately one hundred and fifty growers, the same varying from 300,000 to 450,000 pounds per year. As a result of the work of the association the growers have been benefited by an increase of from two cents to three cents per pound on their tobacco, and this with hardly any noticeable effect on the market price. Each stockholder is limited to a certain number of shares of stock, and the voting is done by shares.

While much has been done for the betterment of the tobacco growers through the co-operative system, it is not thought, according to Senator John Cunningham, of Knox; and Representative W. M. Brown, of Ashland, the best plan to follow. They suggest the establishment of individual houses and individual selling until the basic principles of co-operation are thoroughly learned, when a state-wide organization could be formed and co-operative warehouses utilized to much better advantage.

Another reason for the formation of a state-wide organization is that cigarmakers may be furnished with a better grade of tobacco. At the present time, twenty-four cents to twenty-seven cents per pound is paid for filler while wrappers bring seventy-five cents, netting the grower but seven cents. This low rate per pound, having tended to discourage the grower, he has eliminated the raising of the better qualities of Ohio tobacco and confined himself principally to the lower grades. As the result of the latter course, a movement has been started to secure higher prices for the tobacco, which eventually will countenance the raising of a superior quality. This, also, will materially aid the growers in their co-operative system.

New York State Tobacco Growers Elect

At the annual meeting of the New York State Tobacco Growers' Association, held at Baldwinsville, N. Y., recently, the following officers were elected for the ensuing year: President, James S. Schenck; vice-president, Frederick J. Patchet; secretary, Burt L. Giddings; and treasurer, Frederick L. Fisher. J. W. Upson, Charles S. Keller, F. A. Stone and C. D. Palmer compose the executive committee. Addresses were made by George W. Harris, Government crop technologist; J. W. Upson, tobacco grower and packer, of Baldwinsville; S. A. Martin, of the Onondaga Farm Bureau, and Frank A. Stone, of Camillus, who treated briefly a fertilizing scheme which he had tried out and found successful, 1800 pounds of tobacco having been yielded as the result of his experiment, and this during the unfavorable season of 1913. Mr. Stone also exhibited samples of the tobacco grown.

Minnesota Growers Form Association

A meeting of the tobacco growers of Clear Lake, Minn., and vicinity was recently held in that town for the purpose of formulating a plan to sell and market to the best advantage, the tobacco crop of 1913. A buyer was procured and on a motion it was unanimously voted to ship the tobacco to its destination as early as possible. It was also voted to organize a Farmers and Tobacco Growers' Association, which was done. The following officers were elected: H. J. Fierick, president; S. L. Nes, vice-president; N. J. Weis, treasurer, and Nick Weinand, clerk. The new association has about forty members.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

MONROE ADLER,
CIGAR BROKER,
186 N. La Salle St., Chicago, Ill. 6-17-he

LANCASTER STOGIE COMPANY,
MANUFACTURERS OF HIGH GRADE STOGIES,
120 Water St., Lancaster, Pa.

CARL RUGE & COMPANY
Leaf Tobacco Brokers, Dayton, Ohio
In daily touch with all the country as well as local packers. Samples and quotations cheerfully furnished. 12-1-ch

Wanted.

CASH PAID FOR CUTTINGS, SCRAPS & siftings.
Write to H. ADLER, 316 E. 47th., NEW YORK.

IMPORTANT NOTICE TO CIGARETTE MANUFACTURERS—We manufacture cigarettes for the trade; we also supply tobacco boxes and labels 25 per cent. cheaper than elsewhere. Brands registered. Write for particulars. Live distributors wanted. The Soter Company, 235 Canal Street, New York City.

WANTED—Experienced cigar manufacturer to locate factory in the livest city of 60,000 in the Middle West. No four-flushers need apply. We have ten jobbing houses, doing millions of dollars annually, who will help boost the proposition in six states their men cover. City growing at rate of 5000 a year and has all advantages of a metropolis. Up-to-date plant, with some real United States money, would have no competition. Box factory here. Factory rentals reasonable. Great opportunity for company of young men with experience. Address Secretary, care "The Tobacco World," for full particulars. t.f.

WANTED—Cuttings, scraps, siftings and dust. Cash buyers. Write us. Interstate Tobacco Co., 713 First Ave., New York.

Situations Wanted.

CREDIT MAN and OFFICE MANAGER, familiar with Philadelphia and adjacent territory. Thoroughly acquainted with the cigar and tobacco business. Highest references. Address Box No. 7, "The Tobacco World."

For Sale.

FOR SALE—Buckeye in Florida, with four active brands; output ten to fifteen thousand per month. Reason for selling, other business. Address Box 296, Perry, Fla.

HAVANA SHORTS—Pure Vuelta; fine aroma. Lopez, 353 E. 78th St., New York. 9-1-tf

FOR SALE—Remedios Havana shorts, pure and clean. Guaranteed A-1, or money refunded. Fifty cents per pound. Edwin Alexander & Co., 178 Water Street, New York.

Cigar Manufacturers' Association Incorporates

The Cigar Manufacturers' Association, Paterson, N. J., recently filed with the County Clerk of that city, a certificate of incorporation, naming Bernard J. Roegiers as agent and Joseph Mullens, Louis Schiermeyer and Charles W. Morgan as trustees.

The purpose of the organization is to concentrate action upon all matters pertaining to the general welfare of the trade and to protect it against unjust and unlawful exactions, to correct abuses and furnish protection and protest against the enactments of damagements of the trade; also to adjust differences among the members and to foster trade as well as to establish better business policy and to collect and disseminate information.

Lancaster Stogie Company Busy

It may be of interest to the trade to learn that John F. Hare, for many years connected with John Slater & Company, Lancaster, Pa., has purchased the interests of this company and is now located at 120 Water Street, Lancaster, Pa., where he is manufacturing high-grade stogies under the name of the Lancaster Stogie Company.

The stogies manufactured by the Slater Company are being continued by its successor, and in addition several new lines of high-grade stogies are being prepared for the market. The factory is working to capacity and the demand for the products is on the increase.

SOLE MANUFACTURERS
DITTGEN'S PATENT
Self-Opening "MULTIPLE" Cigar Pouch
With or without Sealing Flap
The Best Individual Cigar Pouch on the market
Made to fit any size Cigar or Stogie
SEND FOR SAMPLES AND PRICES

Hetzel Brothers to Expand

Hetzel Brothers, of Everett, Pa., wholesalers of confectioneries, tobacco and cigars, are about to erect a large four-story brick building on Henry Street, that city. They have built up such a large trade that more commodious quarters are needed for their rapidly expanding business. For several years they have conducted their business on North Centre Street.

The firm is composed of Carl C. and B. B. Hetzel.

Gain in Cigars Manufactured in Reading

During January, 1914, there was a big gain in the number of cigars manufactured in Reading, as compared with January, 1913. The receipts from the sale of cigar stamps at the local internal revenue office totaled $40,196.59 for the thirty days of January, ending on Friday, the 30th. A considerable gain is shown as compared with the figures of January, 1913, when the total cigar stamp business amounted to $31,930.20. The January business of this year even exceeds that of the previous December, when the receipts from cigar stamps amounted to $36,500.80.

Claus Koch, who recently purchased the John Dahl Building in Nebraska City, Neb., is having the same overhauled before he removes his cigar factory to that location. When the work of renovation is complete Mr. Koch will have one of the most modern and up-to-date cigar stores in that section of the country.

Established 1870 Factory No. 79

S. R. KOCHER
Manufacturer of Fine Havana and Domestic Cigars and packer of Leaf Tobacco
Leading brands—"Volitta," "Quaker," Nabobs," "1-4-5," "Havana Cream," "Imperial Beauty," "Little Yara"
Correspondence with wholesale and jobbing trade invited
Factory and Offices: WRIGHTSVILLE, PA.

Leaf Tobacco Market

PENNSYLVANIA

LANCASTER, PA.

Except for the organization of the "Seedleaf Tobacco Growers' Company," the leaf market is quiet here. There has been little buying as far as the growers are concerned and very little activity among the dealers and packers.

Prices are a little higher, due in some measure to the fact that several of the large buyers have come into the field. They range from five cents to ten and a half, and it is believed that they may go higher if the buyers start jumping over each other to get the crops. However, that is not the case now; most of them are taking it very easy and are inspecting the crops in a careful manner, and are paying for the leaf on its merit.

There is some of the crop that is hail-cut and a considerable amount of inferior grades. Nevertheless, there is much really good leaf to be found and such as is for sale is readily bought at good prices. Some of the farmers show a tendency to hold on for a while, but the opinion is that the period is at hand to get a good fair price. The 1913 crop is very uneven and naturally the buying is being done with care. With the exception of the 1909 leaf, there is very little old goods in the market, and there is nothing to purchase but 1913.

WISCONSIN

EDGERTON, WIS.

With buyers still traversing the growing districts in an effort to secure, after inspection and approval, the remainder of the 1913 crop, at prices which generally prevail for the same, the disposition of the crop is proceeding slowly.

At the present writing it is stated that in all probability a substantial portion of the crop on hand, averaging at least 10 per cent., will go at stemming goods prices.

The tobacco received for packing is of fair quality and the packers are kept pretty steadily employed taking care of the early purchases.

Regarding the cured leaf, there is not much to be said, the local packers having distributed the majority of the old stock on hand.

JANESVILLE, WIS.

Tobacco growers here are much elated over the success with which they have been meeting in the disposal of this season's output. Not only have the leaves been of excellent quality, but the prices asked, except at rare intervals, have been satisfactory to the buyers.

While most of the contracts call for delivery before acceptance, many of the crops have been examined on the farms, and the quality proving satisfactory to the dealers, have, in most cases, been accepted. Eliminating a small portion of the crop taken down in the first casing, the remainder is proving entirely satisfactory as regards delivery for packing.

Unlike other years, there has been an utter lack of trouble in the buying and investigating of the crop, this being due, it is stated, to the fact that the greater part of the crop had been procured and placed under shed before being disposed of.

There seems to be a steady demand for 1913 remnants, the better grades going for sorting and stemming purposes. Quotations, however, on the greater number of sales are much lower than those reported at an earlier date.

There has been a keen demand on the part of the growers for delivery, inasmuch as but a trifle more than one-half of the crop has been delivered.

THE CAROLINAS

WINSTON-SALEM, N. C.

The quantity of poor tobacco placed on the market is said to be the cause of the low average prices which have prevailed recently, and the opinion is that the prices paid are good considering the quality of the leaf. A rise in the average price has been looked for but it has not come yet.

Good tobacco, as always, is bringing very good figures and the growers for the most part seem rather pleased with the prices they are receiving.

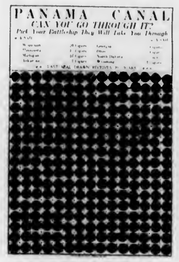
The breaks are not running very heavy, as the tobacco remaining to come to the market is scattered about through several counties, and there are hardly enough farmers with tobacco unsold within one day's ride of the city who would decide to come to the market at the same time.

CONNECTICUT.

SUFFIELD, CONN.

Throughout this section the warehouses are now operating on full time, and a general feeling of satisfaction pervades the whole valley. The 1913 crop is practically all sold and plans are now being made for the planting of the 1914 crop, which promises to be of unusual acreage.

Fire recently destroyed the cigar factory of A. A. Grant & Company, at Gilman, Ill.



OUR LATEST MONEY MAKER

Going Thru the Panama Canal

This Card contains 255 Battleships at 5c. a sail, it will bring in - - - $12.75
pays out 210 cigars at 5c. each - 10.50

Cash Profit $2.25

Besides the profit on 210 cigars. This card has 104 Positive winners, more than any other card of a similar kind, yet gives out less cigars than any other card manufactured, and you will agree with us that it is the best card on the market.

Cards are retailed at $1.00 each, or $8.00 per doz. We prepay express on all shipments. Always send your money with the order.

Michigan City Paper Box Co.
Michigan City, Ind.

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VUELTA ABAJO, PARTIDO AND REMEDIOS TOBACCO

Reina 20, Havana

CABLE: "Angel" Havana P. O. Box 98

EL GENIO —Clear— Havana Cigars

Made in Tampa, Fla.

P. Verplanck & Co.
263 Fourth Ave. **New York**

Do They Repeat?

If You Are Talking About "La Tonias"
We Should Say They Do!
But Do Not Take Our Word For It,
Ask the Man Who Sells Them

The Original Longfellow Shape Cigar

(Exact Size)

Here is our Longfellow size, for twenty years the favorite of those desiring a fragrant, mild smoke.

Aside from the fact that the "La Tonia" is stocked in the private humidors of connoisseurs, it is sold over the counter to the man who wants the best cigar that can be bought for ten cents.

We have a few territories open for jobbers who want to handle a high-grade cigar that will duplicate.

To a few high-class jobbers who are interested, we have an attractive proposition to offer.

WRITE TO-DAY FOR PARTICULARS REGARDING

"LA TONIA"

MADE AND SOLD ON MERIT

Made in Three Sizes

LONGFELLOW 10c.
PERFECTO 10c.
IMPERIAL 15c.

John Steigerwald & Co.
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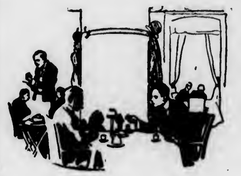
"LA TONIA LONGFELLOW"
Smoked by discriminating men since 1895



Short talks to Dealers

It is just as essential to use good cigarettes in order to build up a substantial cigarette business as to use good building material for a home. With

FATIMA
TURKISH BLEND
CIGARETTES

you have a good, dependable foundation. Good, because the mild, mellow Turkish flavor of Fatimas is the flavor most desired by cigarette smokers. Dependable, because our process of manufacture insures the same uniform quality in each cigarette in every package.

And to increase the already enormous sale of Fatimas and to make it easy for you to build up a big, substantial trade with them, we are advertising them very heavily during 1914. *More Fatima cigarettes are sold than any other brand in this country.*

In fact, the 1914 Fatima advertising campaign will be one of the very biggest ever known for cigarettes.

And back of every *ad*—every cigarette and every dealer—stands the Liggett & Myers Tobacco Co.

P. S.—Fatimas are very popular with all college men.

"Distinctively Individual"

A Familiar Sight the World Over

Enough "Bull" Durham is sold in a year to roll approximately 22,000 cigarettes every minute of every day.

THE cowboy riding his lonely night watch; the millionaire at his club; the toiler in the factory; the "chief" in his office; the sailor before the mast; the admiral in his cabin; the soldier in the barracks; the general in his quarters; men of every nation, occupation and class—all find *unequalled enjoyment* and *satisfaction* in "Bull" Durham hand-made cigarettes.

GENUINE

"BULL" DURHAM

SMOKING TOBACCO

(Enough for forty hand-made cigarettes in each 5-cent sack)

Enough "Bull" Durham is sold in a year to make approximately *12 billion cigarettes*—about the same number as all brands of ready-made cigarettes in this country combined—and the sales are *still growing*. This proves that the majority of smokers know that cigarettes rolled from "Bull" Durham Tobacco afford greater enjoyment and satisfaction than any ready-made cigarettes they can buy!

A book of "papers" FREE with each 5c sack

The delightful *freshness* of "Bull" Durham hand-made cigarettes is a revelation. They have a *rich fragrance* and *satisfying flavor* not possible in ready-made cigarettes.

Get a sack of "Bull" Durham *today* and learn *why* it is smoked by *more millions of men* than all other high-grade tobaccos *combined!*

Here is just one reproduction of the many powerful "BULL DURHAM" newspaper advertisements that are appearing regularly in the best newspapers everywhere throughout the United States.

"BULL DURHAM" with its already tremendous sales will certainly enjoy increased sales because of this effective advertising.

Keep up your stock on this "SURE" Favorite.

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LANCASTER, PENNA.

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AFFORD PERFECT PROTECTION AGAINST MOISTURE HEAT AND BREAKAGE
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We offer a full line Pennsylvania, Wisconsin, Connecticut and Ohio, and Sumatra, Havana and Florida TOBACCOS
Domestic tobacco direct from the grower to you. We have the goods and facilities. Let us submit you samples and prices.
Main Office: YORK, PA.

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THE HUMIDOR PACKAGE

Lithographed, Enamelled, Lacquered or Copper Plated. Made in many sizes for 12, 25 or 50 cigars. Write now for prices and mention style preferred.
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CigarRibbons Largest assortment of Plain and Fancy Ribbons
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CIGAR FLAVORS
Make tobacco mellow and smooth in character and impart a most palatable flavor
FLAVORS FOR SMOKING and CHEWING TOBACCO
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REGULAR WEEKLY SALES EVERY THURSDAY. CIGARS, TOBACCO SMOKERS' ARTICLES, SPECIAL SALES OF LEAF TOBACCO. CONSIGNMENTS SOLICITED. ADVANCES MADE. SETTLEMENTS MADE ON DAY OF SALE

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We Make Only One Grade and Have No Second Grade at Lower Price. *We Solicit Your Orders*

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1931-1933 Western Avenue, and 1201-1209 Dayton St., Cincinnati, Ohio.

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Our Capacity for Manufacturing Cigar Boxes is Always Room for One More Good Customer

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Patented Wire Bound Shipping Cases

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After dinner, a rich, oily Havana, if you like.

Just one, then go back to a gentle blend of light Havana and right domestic—the

Robt. Burns

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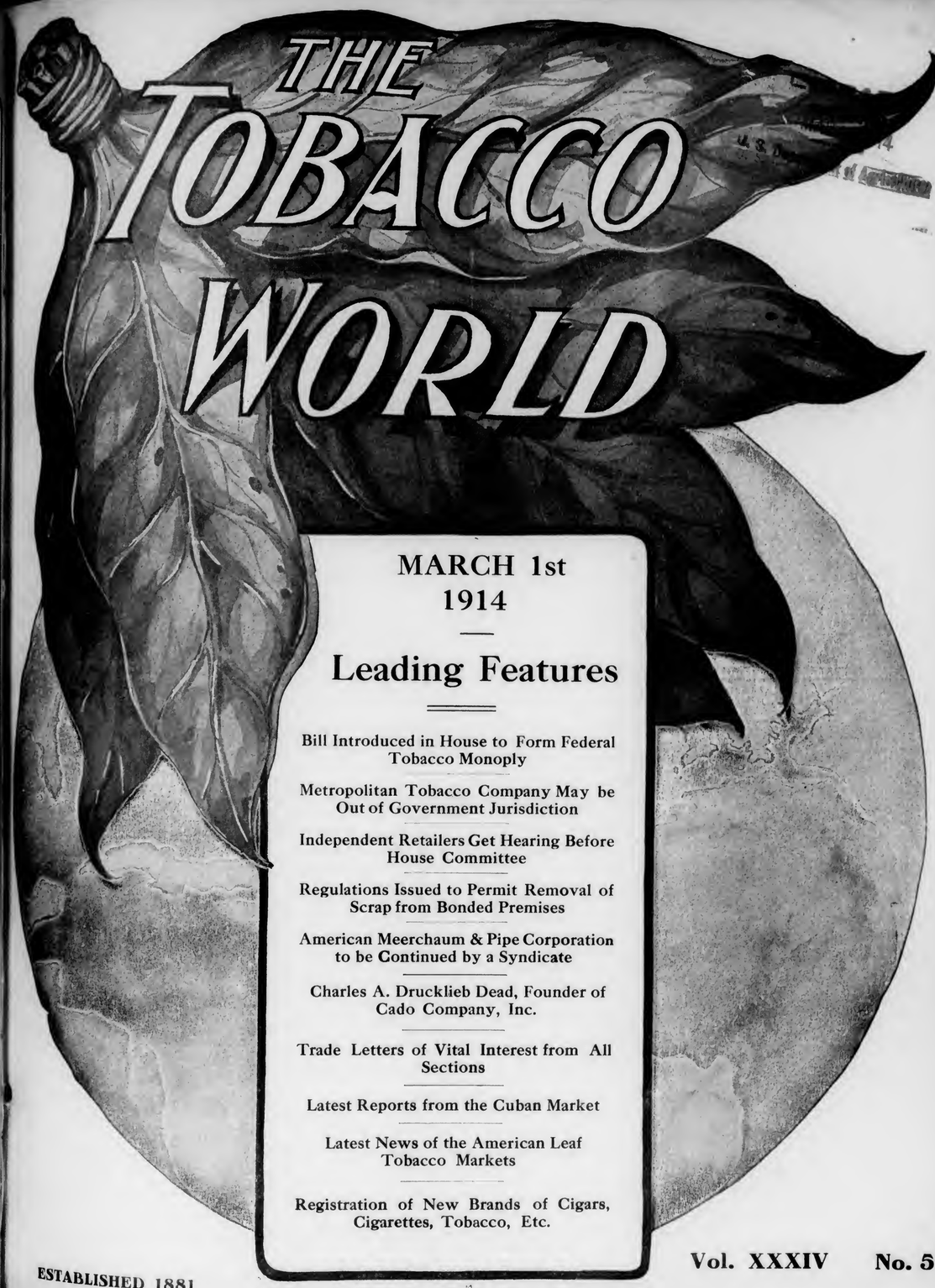

MARCH 1st
1914

Leading Features

Bill Introduced in House to Form Federal Tobacco Monoply

Metropolitan Tobacco Company May be Out of Government Jurisdiction

Independent Retailers Get Hearing Before House Committee

Regulations Issued to Permit Removal of Scrap from Bonded Premises

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Latest Reports from the Cuban Market

Latest News of the American Leaf Tobacco Markets

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ESTABLISHED 1881

Vol. XXXIV No. 5

PUBLICATION OFFICES: 236 Chestnut Street, Philadelphia

F. C. LOZANO J. M. LOZANO

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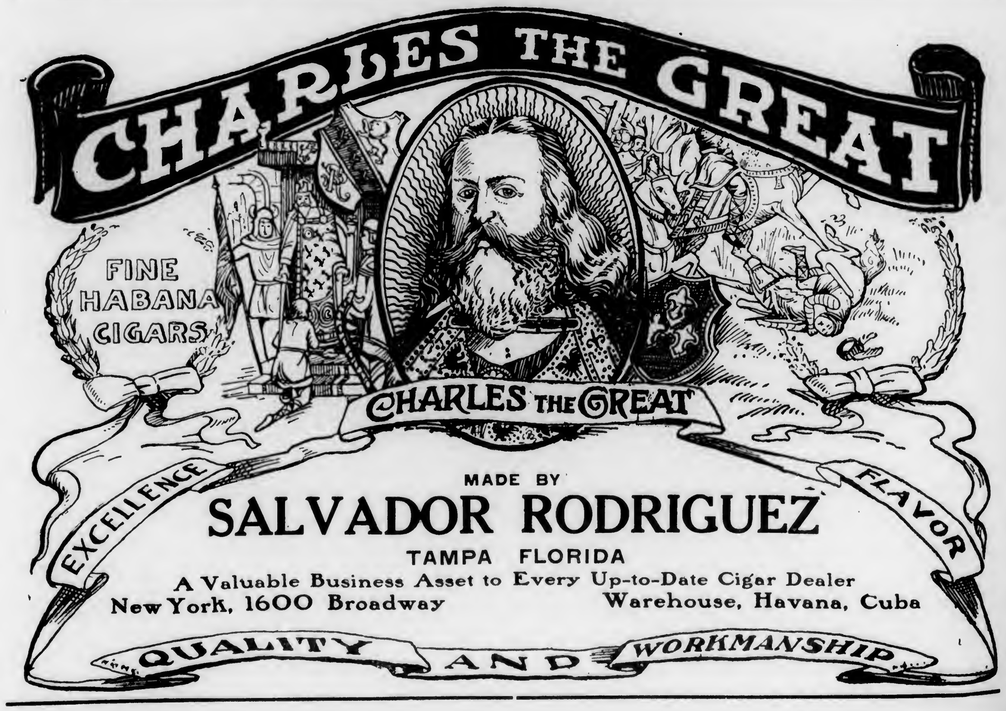

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Manufacturers of the "SOL" Brand

SOL HABANA

Finest Vuelta Abajo Tobacco Exclusively

No Better Goods Made
Quality Always Reliable

One of the Oldest Havana Brands

ESTABLISHED 1834 RE-ESTABLISHED 1890

See Winston Churchill's Book, "The Crisis"

Best 10c Cigar in 1869—Since and Now

"La Flor de Portuondo"

Londres Grandes

¶ First introduced to the trade in 1869 by the late Juan F. Portuondo, one of the pioneers of cigar manufacturing in the Quaker City.

¶ The superior quality and workmanship of these goods, which made their maker famous from coast to coast, has been maintained ever since and is typified in the above brand, a Havana filled, Sumatra wrapped cigar of most excellent flavor.

Juan F. Portuondo

Cigar Mfg. Co., Philadelphia

CRESSMAN'S COUNSELLOR 5¢ CIGAR

Countless Consumers Confidently Consume Cressman's "Counsellor"

or, in other words, "they appreciate the 'real thing' in a cigar when they strike it." Quality considered, they know they are smoking the best. Knowing this, Mr. Dealer, can you afford to ignore a brand with the reputation and selling quality embodied in the "Counsellor"? Are you getting your share of that business?

Not until you stock up on this cigar in the right way and push it by "putting your shoulder to the wheel", will you realize to the full what a prolific source of profit it is.

Sell the *Consistent Counsellor Cigar.* It pays.

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The Original and Genuine

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Smoking Tobacco in a New Cut

Packed in a Pocket-proof Package

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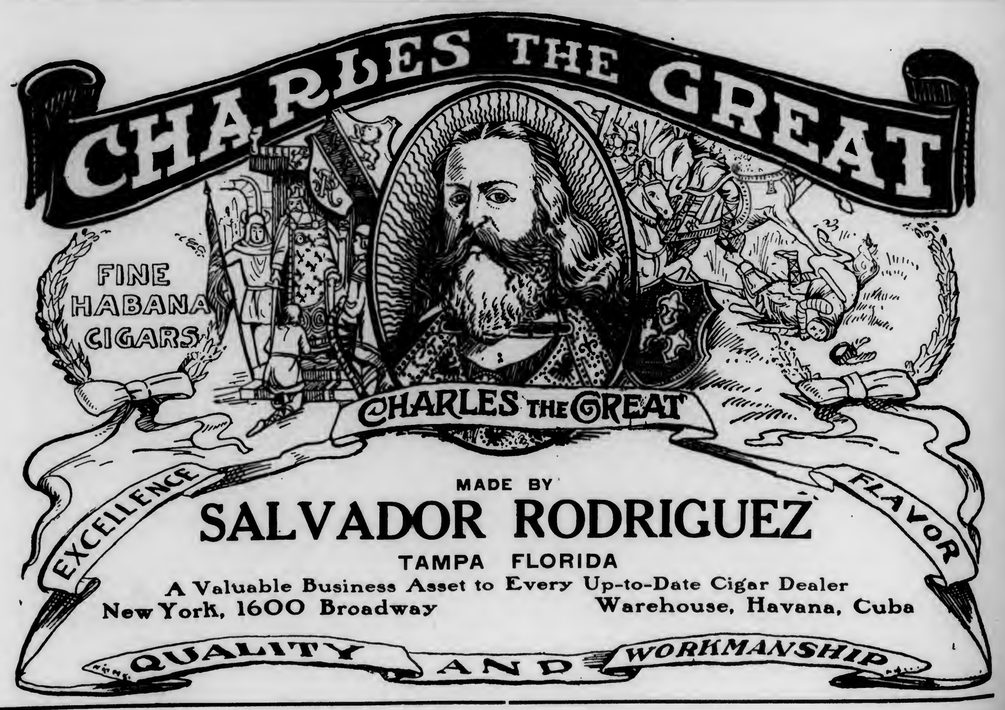

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Smoking Tobacco in a New Cut

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United States Tobacco Co.

RICHMOND, VA.

For Gentlemen of Good Taste

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CIGARS

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LIMA, O.

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CIGARS

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Quality Paramount

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Finest Havana Tobacco

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Real Havana
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5-CENT CIGARS

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In addition to the handy, half-size 5¢ tin, is now packed in Full-Size 10¢ tins

Also put up in ½ pound and pound humidors

EVER-LASTING-LY GOOD

COPENHAGEN
Chewing Snuff

We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

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50 Union Square North **New York, N. Y.**

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Seeking to further broaden the wide scope of our business relations, through present jobbing connections now covering nearly all the states,

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we want every live dealer to stock our high grade quality

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Hand-Made 5 Cent Cigar

and solicit your inquiries.

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Established 1850

Largest Cigar Factory in the World

LIPSCHUTZ'S 44 CIGARS

"44" Cigar Co. Philadelphia

INCREASE YOUR SALES IN 1914

BY STOCKING

"Our Principal"

A Nickel Cigar of Merit

Smokes Well
Sells Well
Pays Well

TRY THIS LINE

"Our Principal" Cigars give the retailer good profits, and the smoker complete satisfaction.

Back of **"Our Principal"** brand stand our principles. We believe in putting honest goods in our cigars, we manufacture under the most sanitary conditions.

More dealers sold our leading brand in 1913 than ever before. We will make a new record in 1914.

Write to-day for terms.

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"HAVANA RIBBON"

FIVE CENT CIGAR

PHILADELPHIA

10c. GENUINE 15c.
HENRY IRVING HABANA SEGARS

Made in the honest old-fashioned way by

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In a Class With the Melons

5c.-Rocky Ford Cigars-5c.

Delicious Flavor
Made at our Newark, N. J. Factories

We also manufacture at our several factories located at Pittsburgh, Pa. the celebrated

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Our 2 for 5c. and 3 for 5c. lines of CIGARS and STOGIES are so extensive that space does not permit mentioning

Write for full information and prices

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They Lead the Leaders
26 SIZES
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The Union Made Cigarette of Quality
Bearing Union Label
Ten cents per package of ten. Mouthpiece, Cork Tip, Plain
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U. S. Representative: Wm. T. Taylor, 93 Broad St., N.Y.City.

CORRESPONDENCE SOLICITED
JUST THINK-5¢ BUYS A
LA FAMOSA
EQUAL TO ANY MILD 10¢
CIGAR
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Key West Cigar Factory
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The payment of $1.85 per pound duty on your wrapper IS A NEEDLESS EXPENSE IN YOUR BUSINESS when you can obtain wrappers of such *high standard* and *merit* in BURN, QUALITY and YIELD as our

American Sumatra Wrapper

Don't lose valuable time if you want to make your business profitable for 1914.

Our Customers are already convinced. Let us convince you?

American Sumatra Tobacco Co.

131 Water Street, New York

The Binder That's A Producer Is the STANDARD PURE TOBACCO BINDER

Save 100% On A Tryout

Don't have to wait for **results** to make money on STANDARD BINDER. It costs 100% less than grown binder **in the beginning.** There's no casing, no stripping, no cutting, **no waste.** Send for free samples covering your line—and then save 100% on the **tryout.**

You choose your cigar-filler for its sales-producing qualities. Same with the wrapper. Have you thought of making your **binder** produce? We have; so have hundreds of leading manufacturers—hence STANDARD PURE TOBACCO BINDER.

Better Tasting, Better Burning

Here's a pure, all-tobacco binder with a perfectly uniform texture and perfectly even **burn.** STANDARD BINDER is heavy enough to make a cigar burn freely to a clear, white ash. It's delicate enough to mingle the flavor of filler and wrapper, and yield a mellow, unit blend.

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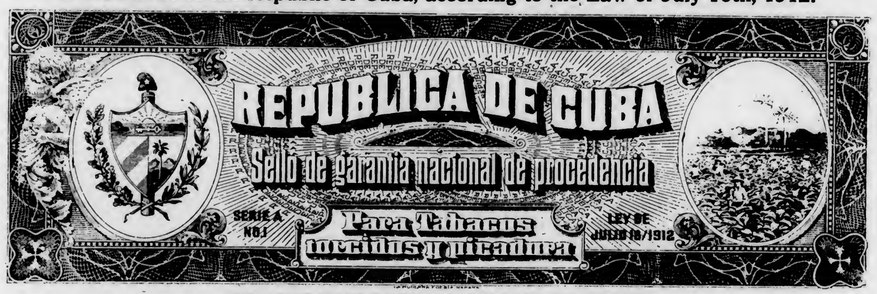
New Milford. Conn..

Exact Fac-simile of the Government Stamps on Cigars, Cut Tobacco and Cigarettes, issued by the Government of the Republic of Cuba, according to the Law of July 16th, 1912.



THE ABOVE STAMP IS USED FOR CIGARS AND CUT TOBACCO

All manufacturers are compelled to affix these Stamps on all boxes of Cigars, packages of Cut Tobacco, as well as packs of Cigarettes, which are manufactured by them, and which constitute an absolute guarantee to the smokers, that the Cigars, Cut Tobacco or Cigarettes contained therein, are of Genuine Cuban Origin, made by Expert Havana Cigarmakers and Tobacco Workers.

THE ABOVE STAMP IS USED ON ALL PACKAGES OF CIGARETTES

The COLOR of THE ABOVE STAMPS is GREEN.

M. E. Canle, 156 Water Street, New York, Representative for the United States, of the Union of Manufacturers of Cigars and Cigarettes of the Island of Cuba, is duly authorized to prosecute any falsification, or colorable imitation of the above stamps by law with the assistance of the Cuban Minister at Washington.

The Exceptional Cigar

BUSTILLO BROS. & DIAZ, Inc.

GENERAL OFFICES
267 Fourth Avenue **New York City**

CITY LIFE

5 cent cigar

ASK YOUR JOBBERS

MANUFACTURED BY
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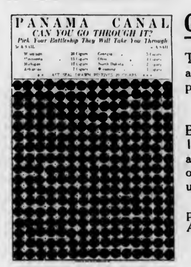

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Established 1867

Our Motto "Quality"

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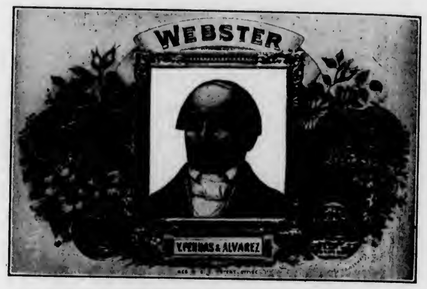

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AGENCIES IN THE PRINCIPAL CITIES OF THE WORLD — PRICE LIST UPON APPLICATION

214-216 WEST 47th STREET, NEW YORK

THE TOBACCO WORLD

Vol. XXXIV. PHILADELPHIA AND NEW YORK, MARCH 1, 1914. No. 5.

BILL OFFERED IN THE HOUSE TO MAKE MONOPOLY OF TOBACCO

Would Take Over Domestic Industry in All Its Branches —Would Issue $500,000,000 Worth of Bonds for Purpose—Would Create Bureau of Tobacco Industry—Trade Corporations Would Be Prohibited After July, 1916

(Special to "The Tobacco World.")
WASHINGTON, D. C., February 25.

All attempts to devise an organization among domestic tobacco growers in Virginia and Kentucky to compete with the foreign purchasing agent of European nations, seem to fall flat. Representative Flood, of Virginia, and Senator Martin of the same state, were successful in having Congress pass a resolution at the last session to investigate this situation, but that special committee has been unable to formulate any remedial legislation. It was charged that the European nations which have tobacco monopolies are in the habit of employing but one purchasing agent in this country. The particular brand of tobacco which finds a market only in these foreign countries is grown in Virginia and Kentucky, and therefore the small tobacco growers complain of being at the mercy of a big monopoly maintained by foreign powers.

Representative Carter Glass has introduced a bill proposing to create a government monopoly, authorizing the same to issue $500,000,000 government bonds to float the project, and to dictate who shall buy and sell tobacco for export. The bill was referred to the Ways and Means Committee, where it will probably never be touched. The important point about this proposition is that the bill in question is not Mr. Glass', but is one that was written by the Farmers' Union and was introduced by Mr. Glass by request.

It can be definitely said that Mr. Glass has no great interest in the measure other than a friendly feeling toward those who are sponsors for it. If the bill is to gain any support it will come from those entirely outside of Congress. Furthermore, it is such a measure as is obnoxious to the present administration. Further than desiring to create government monopolies the administration is now busy trying to find a way whereby all private monopolies may be destroyed.

(Continued on Page 16)

British-American Tobacco Company Upheld

Declaring that the use of the name "British-American" by the cigar stores company formerly doing business under that title, is an unwarranted intrusion on the rights of the British-American Tobacco Company of England, whose main offices are located in London, England, the United States Circuit Court of Appeals, through its opinion, has doubtless settled a mooted question. The decision which was rendered by Judge Coxe, with concurrence by Judges Rogers and Lacombe, overrules a recent opinion by Judge Ward in the United States District Court, who contended that "the words 'British-American' were merely geographical and political and the defendant could not be enjoined from using them." Since the filing of the original suit by the British-American Tobacco Company, the defendant company has gone into bankruptcy.

METROPOLITAN MAY BE OUT OF ATTORNEY-GENERAL'S REACH

Must First Decide if Company is Within Federal Jurisdiction—Complaints of Independents Not Yet Fully Examined—Case Rests on Attorney-General's Report

(Special to "The Tobacco World.")
WASHINGTON, D. C., February 25.

Whether the Government will file a suit against the Metropolitan Tobacco Company, of New York City, will depend entirely upon an investigation that is now being made by the Department of Justice. A formal complaint against the Metropolitan has been placed before the Department by the Independent Tobacco Dealers' Association of that city, which claims that the Metropolitan is a combination in restraint of trade and should be dissolved under authority of the Sherman Anti-Trust Law.

It was alleged that previous to the advent of the so-called trust there were two hundred jobbers in New York City, whereas now there is but one, the Metropolitan Tobacco Company. As a result the chain stores of the alleged trust are benefited and only the trust goods are handled in the metropolis. Because of its affiliation with the so-called trust, the Metropolitan, it was said, will handle only the goods of those tobacco manufacturers it chooses. The Independent dealers asserted that this results in preventing many independent tobacco manufacturers from being able to enter the New York market and dispose of their goods.

Beyond proving the allegations which have been placed before the Department as stated above, the Attorney-General will first decide whether he has jurisdiction over the Metropolitan Tobacco Company. While its practices may prove monopolistic from the investigation that is now being made, it might also prove that the jobbing house in question is doing business entirely within the State of New York, and is, therefore, without the purview of the federal statutes.

So far, the complaint of the Independents has not been fully examined by the Department. The Attorney-General turned the document over to the investigating division of the Department and asked for an investigation and a report. The investigation is now being made and a report may be filed with the Attorney-General within a short while. Everything rests upon the facts which may be obtained in that report.

V. GILMORE IDEN.

New Cigarette Firm Incorporated

The Custom Made Cigarette Company, of 132 Clifton Street, Philadelphia, Pa., has recently been incorporated for the purpose of manufacturing and selling cigarettes. They will manufacture only high-grade goods and will feature a perfumed cigarette for ladies. This will retail for forty cents the pack. They also sell an excellent custom made Turkish cigarette for gentlemen. Heretofore they have been interested almost exclusively in the manufacture of monogram and initial cigarettes for clubs, private trade and fraternities.

The company now expect to market a stock cigarette which will shortly appear on the market. Thomas D. Gratz is the manager of the company.

IRREGULAR PAGINATION

CHARLES A. DRUCKLIEB DEAD

Succumbs to Paralysis—President of Cado Company, Inc.—Cigarette Manufacturer, Widely Known Importer of Turkish Leaf—Long Active in Civic and Social Organizations and Patron of Many Charitable Institutions

ON Thursday, February 19, 1914, Charles A. Drucklieb died in his home on Grymes Hill, Staten Island, in his fifty-sixth year.

He was born on February 3, 1858, in the Hartz Mountains, Germany. He came to this country in March, 1878.

For the past twenty years he has been in the Turkish leaf tobacco business, having his offices and warehouses in Cavalla, Turkey, and in New York.

Mr. Drucklieb was also president of the Cado Company, Inc.; president of the New York Cigarette Machine Company, and vice-president and treasurer of the National Importing Company.

He was a director of the Richmond Borough National Bank, and a member of the Metropolitan Museum of Art, Municipal Art Society of New York, Chamber of Commerce, Staten Island, Staten Island Civic League, Staten Island Club, German Club, Richmond County Country Club, Milo Round Table Club, besides being a patron of many hospitals and charitable institutions.

Mr. Drucklieb is survived by his sons Karl, Paul, Henry and Herbert, and a daughter Edna. His sons Paul, Henry and Herbert have been connected with him in his various businesses for the past eight years, and will continue to do business under the same lines and principles as heretofore.

William F. Fletcher

William F. Fletcher, identified with the cigar business in Ottawa, Canada, since 1875, died in that city on February 15 of neuralgia of the heart. He had long been a prominent cigar manufacturer in that section. The deceased was fifty-nine years old.

Mr. Fletcher was born in Baltimore, Md., March 26, 1855. He went to Ottawa in 1875, and became associated with Jacob H. Baisch in the cigar business. Later, Mr. Baisch sold his interest to George Jobst and the firm became Fletcher & Jobst. After Mr. Jobst's death in 1896, Mr. Fletcher purchased his interest.

The deceased is survived by a widow and one daughter. Two sisters, one brother and two grandchildren, all of Baltimore, are also living.

Albert Beach

Albert H. Beach, general agent for the Bloch Brothers Tobacco Company, and well known in musical circles in West Virginia, died at Wheeling, W. Va., on February 14. He was eighty-one years old. The deceased is survived by Austin Beach, news editor of the "Pittsburgh Dispatch," an only child.

W. H. Manley

W. H. Manley, manufacturer of cigars at 19 Harriman Avenue, Jamaica, L. I., died on February 14, at his home, 43 Brooklyn Avenue, Jamaica. The deceased owned a tobacco plantation in Cuba and secured much of his leaf from it.

George B. McCue

George B. McCue, aged sixty-eight, formerly chief of police of Waterloo, N. Y., and for many years proprietor of the McCue cigar and tobacco shop in West Main Street, Waterloo, died February 13, at his home, following a brief illness. Deceased leaves four daughters and three sons and one sister.

W. H. Wilber

W. H. Wilber, for many years engaged in the cigar manufacturing business, and well known in tobacco circles of Detroit, Mich., died recently at the home of his son in South Bend, Ind. The deceased, who was seventy-one years old, is survived by a widow, three sons and a daughter.

W. S. Somerville

W. S. Somerville, of Sault Ste. Marie, died on February 11. He was proprietor of Somerville & Company, one of the principal cigar emporiums in that city. During Mr. Somerville's business career he had made many friends who regret very much to hear of his sudden death. While he was suffering for some time with heart disease, his death was not wholly unexpected, but came as a severe shock nevertheless. The remains were shipped to Menominee for burial, that city having been his home before coming to the Soo. He is survived by his wife, daughter and stepson.

Samuel H. Bingaman

Following a stroke of paralysis, Samuel H. Bingaman, for many years postmaster at Hopeland, Pa., died at his home recently. Mr. Bingaman was also a cigar manufacturer of some note, having engaged in the manufacture of cigars for quite a long period. He is survived by a widow, one son and a daughter.

Old Cigar Merchant to Retire

Edward McSweeney, aged sixty-nine, for the past forty-two years retail tobacconist of Rochester, N. Y., and who has conducted a retail tobacco and cigar store at 105 Main Street East, Rochester, for the last ten years, will retire from business on April 1, when a ten-year lease of his store will expire. Mr. McSweeney was born in Rochester on August 8, 1844, and when a schoolboy was employed as tobacco stripper by W. S. Suggett, who came to Rochester from Utica, N. Y., and in the early fifties opened the first tobacco manufacturing plant in Rochester in a building in Main Street directly across from where the Hotel Whitcomb now stands. In 1872 Mr. McSweeney became actively engaged in the retail tobacco business in Rochester. In that year he purchased the tobacco and cigar store of Dunn & Colbert in the Metropolitan Building, where he remained for eighteen years. Then he removed to Main and North Water Street, where he remained for ten years. Later he moved into his present store at 105 Main Street.

Shirk & Company to Erect New Factory

Though only having opened their factory a couple of months ago, Shirk & Company, cigar manufacturers, of Terre Hill, Pa., now find their present quarters inadequate and will erect a new factory. For this purpose a public meeting was called recently to consider the advisability of erecting a larger structure, and the project having met with favor, a committee on sites was appointed in addition to a soliciting committee, who plan to call on the business men and citizens of the town to aid the new venture by subscribing for stock. Starting originally with thirty-five cigarmakers, Messrs. Shirk & Company plan to increase their force to one hundred just so soon as the new factory is erected. Work will start at the first sign of favorable weather.

Activity Marks Career of M. H. Newmark & Company

HARRIS NEWMARK, who founded the wholesale grocery business of M. H. Newmark & Company, has been an active upbuilder of home industry in Los Angeles since the days when the city was little more than a pueblo. His business career extends from 1853 to 1906, when he retired from active life. But even today he uses his best efforts to forward the consumption of Los Angeles made goods by Los Angeles people.

In 1854, Mr. Newmark embarked on the business sea alone. In 1862 he engaged in the commission business and the following year started the pioneer wholesale grocery business of H. Newmark & Company. A year later he went to New York for a stay of two years. On returning, he again took up the management of the business of H. Newmark & Company.

The Newmark grocery business prospered and grew from a small concern to one of the principal business institutions of Southern California. In 1896 the firm of H. Newmark & Company was succeeded by that of M. A. Newmark & Company, the name by which the business is now known. Morris A. Newmark, son of Harris Newmark, is at the head of the business today.

Harris Newmark was for ten years, after turning his grocery interests over to M. A. Newmark & Company, associated with K. Cohn & Company, in the handling of hides and wool. In 1896 Mr. Newmark engaged in the business alone and ten years later retired from active business life. His entire business career has been one closely associated with the growth and development of Southern California and his efforts have been to forward the interests of Los Angeles at all times.

The famous "Lucky" Baldwin ranch at Arcadia once was the property of Harris Newmark. It was he who sold it to Baldwin. In 1887 Mr. Newmark bought the Temple Block, which is now a city possession and which was bought for a City Hall site. The famous Vejar vineyard and Repetta ranch are two of the proud possessions of Mr. Newmark.

The firm of M. A. Newmark & Company are also the possessors of an enormous cigar trade, wholesale, and have such well-known brands as "Jose Vila" for their leader in Havana, and "Don Remo," "El Dallo" and others in five-cent lines. Their large cigar department is presided over by Mr. Seligman.

New Quarters for Skinner & Knecht

Skinner & Knecht have leased, through W. Ross Campbell Company, the basement and mezzanine floor of the new fireproof building at 761 Los Angeles Street, for their entire wholesale stock and business of cigars and tobaccos. The approximate consideration of $25,000 in the transaction represents only a portion of the expenditure that this firm will make in establishing their new quarters. Skinner & Knecht are sole agents for the "La Confession" cigar.

Reid, Murdock & Company, Preparing to Move

THE cigar department of Reid, Murdock & Company, is excited over the prospect of moving into the new building which is now nearing completion for the large wholesale grocery house across the river. Some preliminary plans have been made for moving the department, but the date of migration is still too far in the future to warrant immediate packing of stock for transportation. "El Roi Tan" cigar has been moving so well of late among the retailers that the department is kept busy most of the time. It seems that this cigar has pushed right to the front through sheer merit. Few stands which handle high-grade goods in the city now leave "El Roi Tan" from the list.

"La Mega" Demand Still Continues

Mason, Ehrman & Company, Portland, Ore., Northwestern distributors for the "La Mega" (V. Guerra, Diaz & Company), report that they are doing a splendid business on this brand, and that "repeats" are the order of the day, no matter where placed. Twenty thousand of the brand were recently received by this progressive firm, 10,000 of which were the Pearl shaped and the other half Emilys.

Lease Secured by M. A. Gunst & Company

Having secured the lease of the corner store in the Broadway Building, a ten-story office building located at the northwest corner of Broadway and Morrison Streets, Portland, Ore., M. A. Gunst & Company, the large jobbers and distributors, will upon the completion of the refitting of the store, open the same as their seventh store in Portland.

"Charles Denby" Distributed by Stone-Ordean-Wells

The ever increasing popularity of the "Charles Denby" cigar, made by H. Fendrich, Evansville, Ind., continues. The latest firm to take on this brand for distribution is the Stone-Ordean-Wells Company, of Duluth, who look forward with much optimism to a good business on this popular cigar.

Hartford Company's New Warehouse

The Hartford Cigar Company, Hartford, Conn., recently gave out a contract for the erection of a new warehouse to cost $40,000. The new structure, which is to be 141 feet long by 75 feet wide, will be five stories in heighth and constructed of brick, timber and concrete. Work has already been started and it is expected that the building will be completed at an early date.

Acker Stores Featuring "Luxury" Smoking Tobacco

The cigar departments of the Finley Acker Stores, are meeting with success in distributing Palmer's "Luxury" smoking tobacco in eight-ounce tins which retails for a dollar the package. This tobacco is manufactured by the J. Ward Palmer Company, Ltd., of Baltimore, and is causing a sensation wherever introduced.

BILL OFFERED IN THE HOUSE TO MAKE MONOLLY OF TOBACCO

(Continued from Page 13)

It has been said that foreign nations sanction monopolies when we deal in international trade and there is no reason why we should permit the monopolistic nations to enter our competitive markets and reap the benefits from both systems of commerce. If the pending bills, however, provide that domestic producers may combine for export trade, such will not be coddled or promoted directly by the Government. Such export combinations will be permitted only by members of the trade coming together to organize an export company. The Government will not of itself attempt to do this business for them. The law will merely permit the organization of such export companies without being adjudged in contravention of domestic law.

After all, it is said by Congressional leaders, this is practically the only way we can combat the evils of foreign monopolies such as was brought to light in connection with the foreign government tobacco monopolies. The only salvation the tobacco producers of Virginia and Kentucky have will be the organization of an export sales company in which all such producers are interested.

Following is the text of the printed draft of the bill proposing a Governmental monopoly of the domestic tobacco industries:

"A bill to provide a new method of collecting revenue from tobacco, and so forth.

"Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That a Bureau of Tobacco Industry be, and the same is hereby, created within and subordinate to the Treasury Department. The President shall appoint a director for the said bureau, who, under such regulation as the Secretary of the Treasury may ordain, shall proceed to effect such organization, build, buy, or lease such buildings, install such machinery, and employ or appoint such assistants and laborers as may be necessary to provide the necessary facilities and help to buy, manufacture, and sell tobacco in all forms, including all products derived from it.

"Sec. 2. That the term of office of the director shall be during satisfactory service, and the director shall receive a salary the amount of which shall be regerlated by the Secretary of the Treasury, except it shall not be less than $25,000 nor more than $50,000 per annum. The President shall have power to remove the director at any time for cause and to appoint his successor, except at no time shall the political faith or party affiliations of either the director or any other official, appointee, employee or any other person connected with the Bureau of Tobacco Industry be considered in making appointments or in giving employment in said bureau either by the President or any other person having power to appoint, select, or hire persons to serve in said bureau.

"Sec. 3. That the director of the bureau, by and with the consent of the Secretary of the Treasury, shall have power to purchase the real estate, buildings, and machinery, or either of them, of any person, firm or corporation engaged in buying, handling, manufacturing, or selling tobacco or its products, at prices not in excess of the cost of duplicating said machinery and buildings, but it shall be unlawful to include in such prices the value of brands or to make any allowance for the good will of the business.

"Sec. 4. That the director of the bureau shall inaugurate such system of accounting as will show the conduct of the business and shall, at the end of each fiscal year, show the profits or losses resulting from such operations for the year. Each year a reasonable allowance shall be deducted for depreciation of plant, and as soon as the business has reached a profitable basis an allowance shall be made for a revenue equivalent to that which is now imposed on the same tobacco when in the hands of persons, firms, or corporations, which allowance shall be annually paid into the Treasury of the United States as revenue.

"Sec. 5. That after five years from the date of establishment of this bureau the Secretary of the Treasury shall annually set aside a sinking fund out of the net profits of the business sufficient in amount to provide for the payment at maturity of the bonds hereinafter authorized to be issued.

"Sec. 6. That after July first, nineteen hundred and sixteen, it shall be unlawful for any person, firm, or corporation to buy, manufacture, sell, or deal in any form of tobacco or any of its products except such persons, firms, or corporations as may be the duly appointed agents or officers of the United States Government who may be charged with the duty of buying or selling tobacco or its products for the account of said Government, and such persons, firms, or corporations as may buy tobacco and its products exclusively from the Government for export, provided that manufacturers of cigars and dealers in tobacco to be used in the manufacture of cigars may continue to buy, manufacture, and sell such tobacco under existing laws and regulations or such laws and regulations as Congress may hereafter enact. Any person, firm, or corporation violating this provision shall, upon conviction thereof, be fined $1,000 for such offense, each purchase or sale shall be construed as a separate offense, and shall be imprisoned for not less than one year nor more than five. In case the offense is committed by a corporation, the fine shall be imposed upon both the corporation and its officer, employee, or agent who commits the offense, and said officer, employee, or agent shall be imprisoned just as though he acted for himself.

"Sec. 7. That the Secretary of the Treasury is hereby authorized to sell from time to time United States industrial bonds not exceeding a total amount of $50,000,000 to carry out the purposes of this Act. The said bonds shall bear interest at the rate of three per centum per annum, which interest shall be payable January first and July first of each year, and shall be subject to call after ten years from date of issue, and payable thirty years after said date of issue. The Secretary of the Treasury when any of the bonds above mentioned are to be sold shall give due notice of said sale and shall invite bids for same, and allot the bonds to the highest bidders, except that no bonds shall be sold for less than their par value.

"Sec. 8. That all Acts or part of Acts inconsistent with this Act are hereby repealed."

V. GILMORE IDEN.

MINIMUM WAGE HEARING BRINGS OUT INTERESTING STATISTICS REGARDING DETROIT

Ten Factories Produce 250,000,000 Cigars a Year—Girl Cigarmakers Average From $9.95 to $16.45 a Week —Minimum Wage Would Work Harm to Cigar Manufacturers in Detroit—Salient Facts Brought Out in Arguing That Low Wages Cause Vice

DETROIT, MICH., February 25.

There was a great deal of interesting discussion by cigar manufacturers at the hearing on February 16th before the members of the Minimum Wage Commission, appointed by the Governor of Michigan to investigate the working conditions in factories as applied to female help. At this hearing, there were present several hundred representatives of concerns in various lines of industry who employ large numbers of female help. Albert E. Bunting, of the Superior Cigar Manufacturing Company, of Detroit, represented the leading cigar manufacturers of the city, and he gave statistics showing that the average wage paid girls in cigar factories run from $9.95 to $16.45 per week. He also stated that the annual pay-roll of the ten leading factories would run no less than $2,000,000, that the capital invested was nearly $3,000,000, annual business was approximately $7,500,000 and that close to 250,000,000 cigars were made each year by these ten factories. He brought out the further fact that to establish a minimum wage would have a tendency to cause dissatisfaction, in which case some of the Detroit factories might be forced to seek locations in cities outside of the state.

It was the contention of the commission that low wages produce vice. Here are some of the points brought out by the employers:

"Girls who have gone wrong were the biggest wage earners in my shop."

"There is no connection between low wage and vice, but there is between high wage and vice."

"There are girls in my factory earning $15 a week who pay more for hats than my wife."

"The minimum wage would prohibit the development of the cigar business."

"It costs from $60 to $150 to turn out experienced cigarmakers."

"The supply of girl workers does not meet the demand. There is always a scarcity of women workers."

M. Lopez & Company Announce Opening

MUCH interest in the trade attaches this week to the opening of offices at 90 Wall Street, New York City, by M. Lopez & Company, for the purpose of specializing in the sale of Vuelta Abajo tobaccos. Manuel Lopez is the head of the new house. He is widely and favorably known in the trade by reason of his long connection as buyer of choice Havana leaf for Calixto Lopez & Company, a subsidiary of the Preferred Havana Tobacco Company. In offering his skill as an expert in Vuelta Abajo leaf to the trade, Mr. Lopez is sending the following announcement to his friends:

Dear Sir:—We wish to announce our opening for business in especially fine Vuelta Abajo tobaccos.

The name of our Mr. Manuel Lopez, the head of this firm, has for years been synonymous with the biggest and best tobacco procurable at any season in Vuelta Abajo, Habana. Mr. Lopez was known to you for many years as the leaf tobacco buyer of Calixto Lopez & Company, and it is the service of a specialist in Vuelta Abajo tobaccos that he now offers to you from his own firm, in its own offices.

M. Lopez & Company are open for business at 90 Wall Street, New York City, with a line of samples from Vuelta Abajo which will interest any buyer, present or prospective, of any type of this particularly desirable leaf.

Our Havana warehouse is at Monte 167.

Thanking you in advance for your valued patronage.

With best wishes.

Very sincerely yours,

M. LOPEZ & COMPANY.

S. Loewenthal & Sons Report Good Business

S. Loewenthal & Sons, the New York Havana importers and packers of leaf tobacco, are very enthusiastic over the business being done, since they have been in position to offer to the trade the Florida, Georgia and Connecticut shade-grown tobacco. Large quantities have been disposed of and additional shipments received. The firm spent the past week in conference with quite a number of its out of town representatives, and it is stated made plans for the pushing of an extensive campaign during the coming year.

February Orders of H. Duys & Company Double

Reports from H. Duys & Company, the importers of Sumatra wrapper, with offices at 170 Water Street, New York, state that the business of the February just ended, has nearly doubled the business done in the same period of any other year. The demand for Sumatra wrappers has been a continuous one, the last week witnessing the consummation of quite a few good size orders. J. H. Duys, of the company, left for Amsterdam this week to attend the forthcoming inscriptions.

Demuth & Company's New "Drysmoke"

WHILE it is true that business conditions have not been very good during the past fortnight, this in all sections of the country, nevertheless, William Demuth & Company, the well-known New York pipe manufacturers, report that they are very well satisfied with the business on their products throughout the country. They direct particular interest to their new Drysmoke pipe, of sanitary construction, and made in a great many attractive styles and designs. This latest addition to the Demuth line has met with much success in the trade and has resulted in the opening of many new accounts.

Waitt & Bond Secure Larger Quarters

Waitt & Bond, of Boston, manufacturers of the well-known "Blackstone" brand, who recently opened a branch at 331 Bowery, have leased and now occupy larger quarters at 318-324 East Thirty-second Street. The advertising copy for the "Blackstone" cigar used in newspapers has received much favorable attention of late in *Printers' Ink*.

Heard on Broadway

J. M. Gans is back again in New York after having completed a trip through the Middle West boosting "El Radios."

"Ruy Lopez" and "Webster" cigars were featured prominently in the windows of I. N. Maaskoff's Nassau Street store (near Liberty) recently.

M. A. Gunst & Company are boosters when it comes to the "Van Dyck." This cigar occupies quite a position of prominence in their Wall Street store.

The display of "First Consul" cigars, made by P. Pohalski & Company, in the window of Fred W. Grafer's cigar store, 159 Fifth Avenue, has attracted quite a good deal of attention during the past fortnight.

W. Curtis Thompson, chairman of Philip Morris & Company, is in New York, having arrived recently on the "Olympic" from Liverpool, for a visit to the American branches of the company.

B. F. Alexander is back again in New York, having returned from a ten-days' trip to Canada, where he visited Montreal, Toronto, Ottawa and Quebec. Mr. Alexander, who is much elated over the condition of trade in the Northern country, was accompanied by Richard Davis, also North American representative of "Flor de Tomas Gutierrez" and "A. Fernandez Garcia" factories in Havana.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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In every line of trade price-cutting flourishes despite determined efforts to stamp it out. Chain stores set the pace and individuals will be found trailing along doing the same thing. The independent merchants who have refused to meet these cuts in established prices on standard goods have labored valiantly, but thus far to little effect. However, for the best interests of all lines of business it is evident that there is a determined trend toward Federal legislation which will effectively check ravages on goods that are nationally advertised and which have established prices.

The Problem of Price-Cutting

It is not to be denied that in many cases the manufacturer is unable to control the price at which his product is retailed, despite the claim that there are situations in which the manufacturer is a party to this method.

Price-cutting in cases where nationally advertised goods are used as a leader seems unfair. In the grocery trade there are cases cropping up continually where an independent retailer cuts out the widely known goods and substitutes a brand of equal quality but little known. He does this because the chain store has taken most of his business on that particular brand. And it must be remembered that he has many customers who still buy all their goods from him and their confidence in him is such that they will take the new brand on his recommendation. At once an outlet for the advertised goods is closed. Multiply this by several hundred such retailers in a number of the large cities, and it will be seen that the output of the advertised brand must be considerably curtailed, for the chain stores cannot reach the customers who deal with the independent retailer, and the national advertising begins to lose its effectiveness. This works a hardship for the mediums that carry the advertising. In many cases they have made the manufacturer's business for him, and they cannot be blamed because of the apparent loss in "pulling" power.

Take the situation in the cigar and tobacco lines; goods of the allied factories, as well as those of the independent factories, are continually cut by both factions. The manufacturer, without the aid of legislation, cannot help himself very much. However, it does seem unjust to the manufacturers to see old established brands made the football in the price-cutting scrimmages.

Price-cutting may be a pernicious practice, but it is a matter of perspective. Business ethics still exist, despite a belief to the contrary.

Legislation apparently is the only solution, and should the time come when it is possible for a manufacturer to establish the retail price at which his goods may be sold, you will find those who still believe that, morally, price-cutting is all right, although it may be unlawful.

However, in the final summing up, the principles which actuate those who cut prices on other established brands to draw attention to goods of their own manufacture, is a subject for grave consideration.

After all, is it not using the advertising results of another's years of labor and large expenditure of money, to find a short cut to the consumer's market for another line of goods?

Letters to the Editor

Wants Addresses of Pipe Manufacturers

SOUTH BETHLEHEM, PA., February 20, 1914.

Editor THE TOBACCO WORLD:

Dear Sir,—Please give me the names and addresses of a couple of the larger pipe tobacco manufacturers in the United States, and oblige

Yours very truly,
JOHN L. STEWART,
Lehigh University.

William Demuth & Co., 507 Broadway, New York.
Kaufmann Bros. & Bondy, Irving Place & 16th Street, New York.

No Free Tobacco Imports By Law In England

PHILADELPHIA, March 10, 1914.

Editor THE TOBACCO WORLD:

Dear Sir,—Please inform me as to the number of cigars and cigarettes one is permitted to take into England from the United States, free of duty.

Yours very truly,
INQUIRER.

Answer—By courtesy of the English Government, fifty cigars or one hundred cigarettes are allowed entry free of duty, providing the same goes as one's hand baggage. Cigars or cigarettes checked with regular baggage are dutiable at the regular rate.

Who Imports Tobacco Stalks to Philadelphia?

PHILADELPHIA, March 12, 1914.

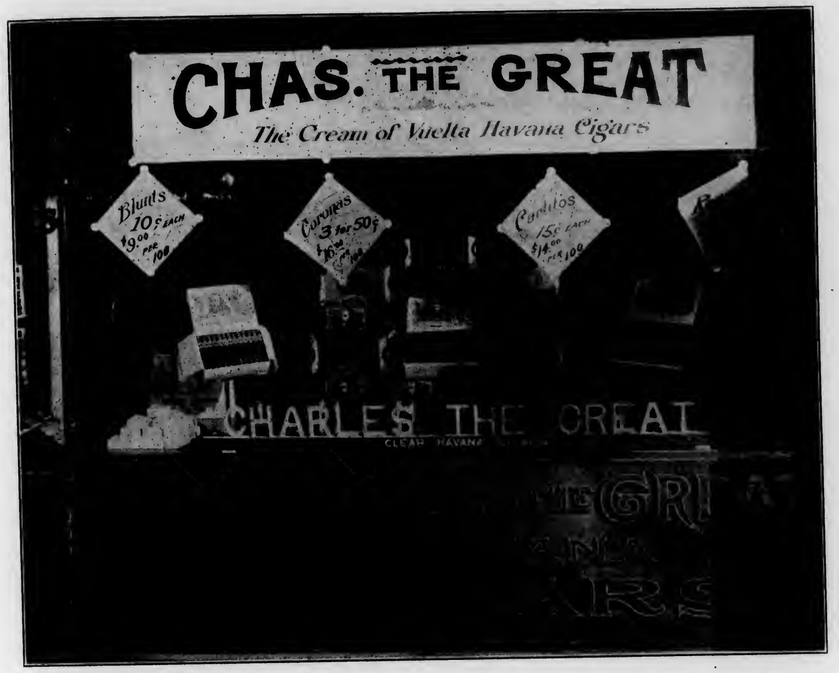
Editor THE TOBACCO WORLD:

Dear Sir,—Please inform me as to the name and address of Philadelphia importers of Tobacco Stalks from England.

Yours very truly,
H. FORQUER.

Referred to readers.

A Fine Display for "Charles the Great"



The accompanying photograph showing display of "Charles the Great" cigars, manufactured by Salvador Rodriguez, New York and Tampa, is attracting much attention in the store of J. G. Atherholt, 111 South Broad Street, Philadelphia.

The electrically lighted sign announcing the brand is here displayed for the first time in Philadelphia, and gives the decoration an added charm, especially during the evening hours.

The sale of "Charles the Great" cigars in all sizes has increased to an appreciable degree.

Heavy Demand for "Charles the Great"

Fernandez Rodriguez, New York sales manager of the "Charles the Great" factory, returned to Manhattan last week after a short visit to the factory in Tampa. The demand for "Charles the Great" seems to be thoroughly well maintained over all the territory which they cover and that means the United States. For a high-class clear Havana cigar made in Tampa the goods of the "Charles the Great" factory, have long held an enviable reputation, and the new offerings for this year are indicating that Salvador Rodriguez, the veteran head of the factory, secured some super lots of Vuelta Abajo during his last trip to Havana.

Diplomacy Avoids Strike

Having failed in their demand for higher wages, two operators but recently employed at the Greenville, S. C., plant of the Seidenberg Cigar Company, attempted to enforce a walk-out. They were at once dismissed and what promised to be a strike of some proportions was avoided by the diplomacy of the manager of the plant, who called the girls together, averaging nearly 500, and stated exactly the conditions existing, which resulted in the strike being declared off. Many of the girls average from $12 to $15 per week.

F. Lozano, Son & Company, to "Make in Bond"

Announcement is made by F. Lozano, Son & Company, Tampa, Fla., that their factory has now been converted into a bonded manufacturing warehouse in accordance with the law enacted by Congress, on October 3, 1913. As an earnest to the trade that all cigars coming from this factory are made only of tobacco imported from Cuba and under the supervision of the United States Government, all future shipments will bear the new United States Custom Bonded Stamp. We quote further from the announcement of this well-known firm: "We trust that this action on our part will meet with the approval of our patrons, and will assist them in the sale of our product." The announcement closes with an expression of thanks for past patronage, and solicitation for the continuance of the same in the future.

Charles L. Storm, of the Tobacco Products Corporation, returned to New York on the nineteenth ultimo, after a brief trip to Richmond, Washington, Baltimore and Philadelphia. Mr. Ellis, of the company, has been out in Chicago during the past fortnight.

Los Angeles

Heaviest Storm in History of City Ties Up Railroads—Total Damage May Approximate $3,000,000—Business in General Keeping Up—Vanderbilt Cup Race Brings Crowds to City—Salesmen Have Varied Experiences in Storm

LOS ANGELES, CAL., February 23, 1914.

BUSINESS is keeping up remarkably well of late, despite the bad weather being handed us by Forecaster Ford Carpenter. Cigar trade especially has not slackened and jobbers are working continually to fill orders from outside points. Premiums such as tie-clasps, scarf-pins and cigarette holders are proving an added stimulus in the disposition of cigarettes.

The Vanderbilt and the Grand Prix automobile races, the two race classics, which were to have been held here on February 21 and 23, respectively, were postponed on account of unfavorable weather conditions, a thing never looked for in California. But—would you believe that the course, that of the already famous Santa Monica course, the course upon which the world's speed record of some 78.88 miles per hour was made by one Teddy Tetzlaff, was not bothered one whit by the continual downpour. The postponement of the races was announced for fear that the crowds that were to witness both races, estimated at being near on to 400,000 persons, would be greatly diminished by the threatening weather conditions. Now that a suitable date has been provided, a date where Southern California sunshine will be much in evidence, the influx of tourists from the East and all over the State will tend to make business move and things in general brighten up.

E. Klauber, of the Klauber-Wangenheim Company, left for San Diego on a business trip, making the trip on the steamer "Yale," as all railroad connections are out of commission, due to the rains of the past few days. He will be absent for about ten days. In his absense Albert Greenwood will look after the interests of the firm.

Klingenstein Company reports an enormous shipment of "American" cigars on the road, "made in bond." They have many orders booked for this cigar and the first shipment will undoubtedly be disposed of shortly after arrival.

J. B. Bonhaus, star salesman for Klauber-Wangenheim Company, has recorded the most harrowing experience of his young life. Mr. Bonhaus was one of the many to be marooned in Santa Barbara while the storm was at its highest. Wishing to get back home as soon as possible, he and forty other cigar salesmen procured a gasoline launch and after an exciting voyage out at sea, arrived in San Pedro harbor much upset and vowing they will never be caught in like manner again.

The thousands and thousands making up the army that people Los Angeles' business bee-hive, its office buildings, stores and other workaday places had an unusual frolic after breakfast on February 21. They walked, prevailed on a stranger with an auto to accommodate them, "stole a ride," or paid from a nickel to a dollar to the driver of a delivery wagon or auto truck to get to work.

Completely isolated from the outside world by every means of transportation and communication, Los Angeles began reckoning yesterday, the damage, estimated at nearly $3,000,000, inflicted by the four days' storm, the worst in its history.

The Postal Telegraph system is completely cut off from the North and the East as a result of the storm.

The Western Union is taking care of a limited amount of business by means of roundabout loops. To communicate with San Bernardino and Redlands, it is necessary to reach those cities through far-off Chicago. The towns of the Imperial Valley are connected through El Paso. Wires are down between Los Angeles and Santa Barbara and the connection is made through San Francisco. The telephone companies' service also was impaired. Service was later resumed.

A tie-clasp is one of the important little articles that every well-dressed man appreciates. The tie is kept in trim, even position by a tie-clasp, so that it always looks crisp and snappy. This free tie-clasp, which the American Tobacco Company is giving away with each package of "Egyptienne Straights," is of genuine enamel over gold-finished metal and is an attractive as well as a serviceable piece of jewelry. Only one tie-clasp will be given to a customer, and as the supply is limited, "first come, first served."

"Egyptienne Straights" have made a phenomenal success. They are an absolutely pure Turkish cigarette, made solely of Turkish tobacco. They have made such a hit with the men who prefer a straight Turkish cigarette that they are now the largest selling straight Turkish cigarette in the world.

Fred Barman & Brothers have had the opening of their new cigar store at Sixth and Spring Streets, Saturday, February 21. Between the hours of 11 A. M. and 12 M., they gave to each person entering their store, one of their (the customer's) favorite cigars with no questions asked. Fred Barman, Jr., was around the place all day receiving his many friends and looking after things in general. Ike Wentworth was also seen around spending some loose change. It is estimated that there were 8650 persons visiting the store during the day. This location is considered one of the best in the city and Fred Barman & Brothers have good reason to be proud of it.

Dave Erdrich, with the "El Sidelo" cigar interests at hand, is a visitor in town, and was also one of the many cigar men to be seen around Sixth and Spring Streets, at the opening of Fred Barman & Brothers' new cigar store. Fred Barman & Brothers are distributors of the "El Sidelo" cigar.

Sam Wertheimer, of Wertheimer Brothers, of Baltimore, Md., manufacturers of the far-famed "El Dallo" cigar, is visiting in this city, enjoying the many friends and calling on his distributors, M. A. Newmark & Company. He expects to be here for at least two weeks longer.

The Klingenstein Company has been up against it of late, not having been in a position to fill orders on "Cinco" cigars. Since the first of the year this concern has been plugging away under difficulties, brought about by the factory not being able to keep up with their hustling sales force. Klingenstein Company are sole distributors for "Cinco" cigars in this section.

"Henry the Fourth" cigar, manufactured by Bustillo Brothers y Diaz, are getting a wide distribution through the never-failing energies of the sales force of Beck & Company, successors to George W. Walker, distributors of "Henry the Fourth."

Cameron C. Trau, manager of Haas-Baruch & Company's cigar department paid me an unlooked-for compliment the other day when he presented me with the first box of "Lovera" cigars, made in bond, the same coming direct from the factory and being part of the first shipment of "Lovera" made under bond, to be received in this territory. Naturally, I feel highly elated over it.

Beck & Company, successors to George W. Walker Cigar Company, have just received a shipment of "Counsellor" cigars, manufactured by Allen Cressman Sons, of Philadelphia, Pa. The "Counsellor" cigars have been in this market for the past twenty years and are still much in evidence. Window displays are now in order all over town and are very attractive.

Rob Gans, of the firm of J. J. Gans Brothers, expects to leave for New York City within the next week or so. While on the trip he will pay visits to the manufacturers whom he represents in this territory. Mr. Neidres, salesman for the firm and closely connected with the doings of the house, will look after the territory covered by Rob. Rob expects to be gone about ninety days.

"Copyright" cigar, distributed by Woodward, Jones & Johnson, of this city, is getting a very thorough distribution and is reported as moving splendidly. Luckett, Luchs & Lipscomb are manufacturers of this fine piece of goods.

Morris Burke also reports the "Reynaldo," made by Luckett, Luchs & Lipscomb, as going to his utmost satisfaction. Mr. Burke is the distributor of this cigar.

ALKALI.

Cuesta, Rey & Company Open New Building

HAVANA, CUBA, February 27.

A. L. Cuesta, Mrs. Cuesta and son Carl, and party arrived here from Tampa today to formally open their new warehouse and factory at Velascoin and Penalver Streets, this city, tomorrow.

The building is a four-story modern stone and steel factory embodying the most improved equipment and facilities for the care of tobacco and the manufacture of cigars.

"The Truly Spanish House" has long enjoyed the confidence of smokers and the brands "White Heather, "La Flor de Cuesta Rey," "Ponce de Leon," "El Anclo" and "La Unica" are a few of their products which have given them a world-wide prestige.

Corrall, Wodiska y Ca to Open New Factory

The big brick factory which has been built by Corrall, Wodiska y Ca, in the rear of their present plant, will be finished and occupied in about two weeks. This plant will be utilized for making cigars out of bond, and the present structure will be bonded under the new law for the manufacture of "Julia Marlowe" clear Havana cigars.

Edw. Wodiska, of the firm, is at present in Chicago, making his final rounds preparatory to a trip to Germany. His plans are now that he will reach New York about April first and sail a few days later.

The Home Office of "Egyptian Princess" Cigarettes

The interior of the offices of the Soter Company, manufacturers of "Egyptian Princess" and other high-grade cigarettes, at 235 Canal Street, New York. In the photograph at the left is shown P. States, secretary and treasurer, and E. Soter, president of the company.

"Havana Ribbon" Sales Active

Bayuk Brothers state that they find conditions very active on the "Havana Ribbon" sales throughout the different territories, particularly in the Central and Far Western sections. Mr. Yochem, Pacific Coast representative, is, at the present time, overseeing a sales campaign in favor of Klauber-Wangenheim Company, Los Angeles, where he finds an active duplicating business on the brand.

A. G. Bucher, Iowa and Nebraska representative, has just concluded a most successful trip throughout his entire territory and has sent the factory some fancy orders on the brand.

D. S. Achenbach, Pennsylvania and New York representative, was at the Philadelphia headquarters during the past week arranging for a special advertising and sales campaign to be inaugurated at Scranton, where the Scranton Tobacco Company has jurisdiction over the "Havana Ribbons," and where he intends having his assistant, Joseph McFetridge, work in conjunction with the Scranton salesmen for an extended period.

Lancaster Growers Form Pool

LANCASTER, PA., February 25.

At a meeting of a thousand tobacco growers of Lancaster County here today, they decided to pool their interests in the marketing of their crops under methods similar to those pursued by the growers of the Burley tobacco in Kentucky. A board of forty-five directors, representing all sections of the county, was chosen and they will conduct the organization. In recent years the price of local tobacco has been setadily decreasing and the system is regarded as the most effective to secure better prices.

R. L. Kimbrough, of Winchester, Ky., and Colonel Joel Port, of Adams, Tenn., attended the mass meeting and assisted in perfecting the plans. A central packing warehouse in this city has been leased, where the members of the association will deposit their crops.

Englehardt Brothers to "Manufacture in Bond"

Arrangements having been completed for the operating of a bonded cigar factory, same to be under the supervision of the customs service, Englehardt Brothers, Nashville, Tenn., who conduct a large domestic cigar factory in that city, will shortly begin operations. High-priced cigars will be manufactured extensively. The new plant, which will be conducted entirely independent of the domestic factory, will employ a large number of cigarmakers.

Judge Hanbery to Hear Motion for New Trial

Morgansfield, Ky., will be the scene of another legal battle on March 2, when Judge J. T. Hanbery, of Hopkinsville, will preside to hear arguments on the motion for a new trial in the Imperial Tobacco Company's case.

Since the trial attorneys on both sides have been busy preparing their sides of the case for argument on the motion and it is predicted that another large crowd will attend court on that day to hear the motion argued. In the event Judge Hanbery overrules the motion an appeal will be taken to the Kentucky Court of Appeals.

Yost Cigar Factory Incorporated

A certificate of incorporation was filed a short time ago by the Yost Cigar Factory, of Bridgeport, Conn., capitalized at $20,000, $15,000 of the amount having already been paid in. Isadore Haflich and Israel J. Cohen, of Bridgeport, and Andrew J. Kraussman, of Stratford, are named as the incorporators.

Death of Allen S. Curlett

Allen S. Curlett, former president of the Western corporation of the United Cigar Stores Company, with headquarters in Chicago, died within the past fortnight at his home in New Rochelle. Mr. Curlett, who is survived by his widow, retired from business in the late spring, at which time he tendered his resignation as president of the corporation above mentioned. The deceased was in his fifty-third year.

Charles E. Emmerich

Charles E. Emmerich, of Watertown, N. Y., for thirty-five years engaged there in cigar manufacturing business, expired Tuesday morning, February 24, following a series of paralytic strokes suffered one week previously. Deceased was oldest member of Watertown Cigarmakers' Union. He manufactured the "Social," "Little Havana," and other favorite brands of cigars in Watertown. He was born in Frankfort, Germany, seventy-one years ago, and came to America with his parents when seven years old, settling in Brownville, N. Y., afterward removing to Watertown. Mr. Emmerich was proprietor of the same shop when he expired. Besides his wife, deceased leaves one son, George Clinton Emmerich, of Watertown; one daughter, one brother and one sister.

Chicago

Trade Conditions Good—Local Manufacturers Opposed to Bonded Factory Act—To Settle Kuttnauer Failure Out of Court—William Best Back in Town—Havana-American Company's President a Visitor

CHICAGO, ILL., February 26, 1914.

TRADE conditions continue good, despite weather which has not been the most favorable for the retailers. The snow storm which played havoc with the middle Western portion of the country last week visited Chicago in all its fury, and retailers declare that the weather had a tendency to keep down sales. However, as they have had a nice business during the period following the holidays which is usually dull, they are not inclined to complain. Jobbers and distributors are receiving plenty of good orders, although the permanent ban which has been placed on the "26" dice game is having a severe effect on the cigar business in general. Manufacturers are as busy as usual at this time of the year, which means that they might be doing more. Nevertheless, it is predicted unanimously among the latter class that they might it is predicted unanimously among the latter class that the trade is in for a good year.

Considerable excitement was manifested at a meeting last week of the Chicago Cigar Manufacturers' Association at the Hotel Sherman, to discuss the fight which is being waged by local manufacturers against the recent bonding provision which was incorporated in the new tariff law. More than twenty of the leading manufacturers of the city were present, with Abe Benner, of Benner Brothers, in the chair. Mr. Benner announced the purpose of the meeting and said that the chair was ready to hear speeches from members. Several made short talks. In the end it was decided to wait for a time before taking any definite steps to knock out the provision. It is believed by some of the manufacturers here that the bonding provision may not cut a large enough figure in the cigar game to warrant the expenditure of a large sum of money to make war on the measure. It is said that evidence is in hand showing where the government officials have badly contradicted themselves on several occasions in interpreting the law. If the developments of the next few months show that the business of the small manufacturer is in danger owing to the presence of the provision on the statute books of the nation, efforts will be made at once to annul the law. The New York manufacturers have shown a disposition to co-operate with those of Chicago, who have been most active in opposition, but in some of the other cities there is a tendency to let the other fellow do the work and spend the money. However, it is believed by the local manufacturers that in a serious crisis plenty of assistance would be rendered from manufacturers all over the country.

Shock caused when he found that his little store on the north side had been robbed of its stock of cigars during the night, caused the death of "Grandpa" Larsen, seventy years old, a retail dealer.

The creditors of Stroud & Jackman, bankrupt retailers, met last week in the Monadnock Building, before Frank L. Wean, referee in bankruptcy.

Frank Johnson, vice-president of the Havana-America Company, was making the rounds of his old friends in the trade last week. Mr. Johnson was formerly in business here.

William Taussig, of the leaf firm of Taussig & Company, has returned from New York, where he went on business connected with the recent failure of Kuttnauer Brothers, leaf tobacco dealers, of this city. It is said that practically all of the creditors of the latter firm have agreed to the proposition to accept fifty cents on the dollar. The bankruptcy suit, according to best advice, will be dropped. The firm is interested in the La Vello Cigar Company, which manufactures and distributes "Lady Abbey" and "La Vello" cgars.

T. W. Clayton is an addition to the number of brokers of cigars in the city. He has taken offices at 186 North La Salle Street, in the North American Building, and reports that he is making excellent progress for a beginner.

A. Marco will open a retail cigar store at Greenwood Avenue and Forty-third Street, in an exclusive residence and business district on the south side.

William Best, Jr., genial vice-president of Best & Russell, has returned from a Western trip. He was for some time in Kansas City, where he inspected the branch of the company. He also went to Memphis, Tenn., on his return trip, and performed a similar duty in that city.

The La Kurba Cigar Company has taken a lease on the entire fourth floor of the building at South Water and North State Streets, for ten years, from May 1, at a term rent of $30,000. New furniture and equipment will be installed.

At last week's election here less than one-third of the women who registered a few weeks ago were interested enough to vote.

G. W. WHITCOMB.

Trade Jottings

C. F. McDonald, who is connected with the Enterprise Cigar Company, Trenton, N. J., was a visitor to Havana within the past fortnight. Mrs. McDonald accompanied him.

The clear Havana line of "Hoyo de Cuba," made by San Martin & Leon, has been taken on by C. B. Perkins & Company, of Boston, and is proving a big success.

Joe Harnisfeger, the "live wire" cigar dealer in Indianapolis, recently featured T. J. Dunn & Company's "New Bachelor" cigar in a very attractive window display. An influx of orders was the result.

Griggs, Cooper & Company, St. Paul, report some splendid business on "Havana Ribbons," the well-known Bayuk Brothers brand, which is but a recent addition to their line.

Moore & Jones, Nashville distributors of the "Webster" (Y. Pendas & Alvarez), "Cinco" (Otto Eisenlohr & Brothers), and "Havana Ribbon" (Bayuk Brothers), are enthusiastic over the business they are receiving on these brands.

The Valloft & Dreux Company, well-known New Orleans jobbers and retailers, report big business on the famous "Ruy Lopez" brand.

Harry A. Earnshaw, who so ably manages the cigar department of the Stone-Ordean-Wells Company, Duluth, Minn., paid a short visit to Minneapolis recently, where he conferred with F. L. Striblen, in charge of the Minneapolis branch of the company, relative to certain important plans which are contemplated in the near future.

Shields-Wertheim Company, Cleveland, are very well pleased with the reports coming from the cigar department of the Shipley-Massingham Drug Company, of Pittsburgh, relative to the boosting being done on "La Saramitas."

Genial John W. Merriam spent a short time in Cincinnati recently.

Robert E. Lane stopped off in Baltimore within the past fortnight in the interest of his "Partagas" brand.

Lilly, Dungan & Company, Baltimore, recently attracted much attention by the featuring of the first shipment received in Baltimore of the bonded "Sanchez y Haya" cigars.

"La Mega," the famous brand manufactured by V. Guerra Diaz & Company, Tampa, is meeting with much success at the hands of Henry Skegg, whose stand is located in the Stahlman Building, Nashville, Tenn.

Tom Gaynor, of J. J. Gaynor & Company, Toledo, O., has taken on a new five-cent Havana cigar, known as "Selected Smokers," manufactured by H. Anton Bock & Company, having received 3000 in his first order, which has since been exhausted. The new brand has taken well with the trade and has been given a repeat order.

Regulations Issued to Provide for the Removal of Scrap from Bonded Premises

Proprietors Must Keep Record of All Transfers—Forms Prescribed for Use—Cover Scraps, Cuttings and Clippings

(*Special to "The Tobacco World."*)

WASHINGTON, D. C., February 26.

Assistant Secretary of the Treasury Hamlin today issued new customs regulations governing the transfer of scraps, cuttings and clippings of tobacco produced in bonded warehouse in the manufacture of cigars, reading as follows:

"Attention is invited to the provisions of section 4, paragraph M, of the tariff act of October 3, 1913, for the manufacture in bonded warehouse from imported tobacco of cigars which may be withdrawn for consumption in the United States.

"Proprietors of such premises are hereby permitted to withdraw therefrom under these regulations scraps, cuttings and clippings produced in the premises for transfer to cigar or tobacco manufacturers operating under the internal revenue laws.

"In order that a check may be obtained on the quantities of tobacco transferred to factories operating under the internal revenue laws, proprietors of bonded manufacturing warehouses engaged in the manufacture of cigars for withdrawal for consumption in the United States, will be required to keep a record of each transfer of scraps, cuttings, or clippings.

V. GILMORE IDEN.

Michigan Internal Revenue Report for January

James J. Brady is the new Internal Revenue Collector for the First District of Michigan, succeeding Malcolm J. McLeod, who will be a candidate for the Governorship at the spring primaries. The department announces the following figures, showing the number of cigars made during the month of January:

January, 1914.		January, 1913.	
Cigars	23,558,110	Cigars	24,371,566
Tobacco	2,145,325 lbs.	Tobacco	2,193,912 lbs.
Snuff	9,025 lbs.	Snuff	8,575 lbs.
Cigars	$70,674.33	Cigars	$73,114.70
Tobacco	171,626.02	Tobacco	175,510.17
Snuff	722.00	Snuff	686.00

It will be noted that there was a total of 813,456 less cigars made in January of this year as compared to the same month last year.

"Monroe" Disaster Affects Tobacco Men

After waiting two weeks for a shipment of tobacco from the South, J. William Brundage, a wholesale tobacconist, of Newburg, N. Y., learned recently that the tobacco was at the bottom of the Atlantic, near Hogg Island off the Atlantic Coast, the tobacco having been on the unfortunate steamship "Monroe," when she was rammed by the "Nantucket" a few weeks ago. The tobacco, which was rated at $250 wholesale, had been shipped by the R. J. Reynolds Company, of Winston-Salem, N. C.

James F. Martin, of Peekskill, N. Y., well known as a cigar manufacturer and a wholesale tobacco dealer, also suffered from the same accident, he having had two shipments of tobacco on board, the same having been consigned to him by the R. J. Reynolds Company, of Winston-Salem, and Larus Brothers, of Richmond, Va.

Syndicate Arranges to Continue American Meerschaum and Pipe Corporation

Ogdensburg Business Men to Finance Plant—May Reorganize With Local Capital—Assets Estimated at $110,000—W. M. Stevens Appointed Receiver

(*Special to The Tobacco World.*)

OGDENSBURG, N. Y., February 25.

ARRANGEMENTS were completed Monday afternoon which will enable Receiver William M. Stevens to resume operations here in the plant of the American Meerschaum and Pipe Corporation, which recently admitted inability to meet payments to its creditors. William B. Richardson, of Boston, Mass., the principal petitioner, holds a promissory note for $5,173, which the local concern was unable to pay, and for the interests of other creditors the Bostonian brought suit in equity at Utica, N. Y.

A syndicate of Ogdensburg business men have offered to go security for the payrolls of the company for an indefinite period, so that the receiver would be able to manufacture the raw material that is on hand. These local men are actuated by two motives, the first being to assist the receiver in his efforts to secure as much as possible out of the defunct company for the creditors and the second to enable the receiver's backers to study the business with a view of ultimately assisting in a complete reorganization of the company with local capital should they become convinced that it is a paying business.

W. J. Seidenberg, the former president of the local pipe company, has returned to New York City, where he has re-entered the tobacco business, being in charge of a large cigarette manufacturing establishment in the metropolis.

The creditors of the firm were ordered to appear before Judge Ray Wednesday last and show cause why the receivership should not be made permanent.

William J. Seidenberg, of New York, is president of the company. The company has been in operation here a couple of years.

R. S. Waterman, of Waterman & Waterman, attorneys for the receiver, stated that the estimated assets of the corporation are $110,000, but that they will probably fall below that in actual value. They consist of stock, raw material, machinery and meerschaum mining interests in New Mexico.

At the time it moved from New York to Ogdensburg it was known as the Meerschaum Company of America, but subsequently it was reorganized and took the new title.

For some time past it has been quietly rumored that the establishment was not in a flourishing condition, and to those on the inside the appointment of a receiver was no surprise, though the public generally was not prepared for this move by the creditors. Attorney Waterman says that the liabilities amount to upward of $200,000 and consist mostly of promissory notes. There are said to be very few local creditors. Mr. Waterman said that the liabilities exceeded the assets to such an extent that it became necessary to liquidate. He said that President Seidenberg would lend his personal endeavors in assisting the receiver to save all he could for the creditors.

Attorney Waterman said that he hoped the affairs of the company could be so adjusted that the industry could be saved to the city.

The meerschaum deposits which the company controls in New Mexico are said to be the only ones known to exist outside of Asia Minor, where the bulk of the product comes from.

Philadelphia Notes

Mr. Davis, representing H. Anton Bock & Company, left Philadelphia last week with a well filled order book.

Thomas Healey, featuring the products of the Ramon Allones Factory, Havana, closed some attractive business while in Philadelphia recently.

Ramon Rey, of Ramon Rey & Company, Tampa, Fla., visited the trade in Philadelphia last week, looking after the interests of this well-known firm.

H. G. Eshelman, formerly manager of the United Cigar Stores Company, at Fifty-second and Market Streets, Philadelphia, has accepted a position in the Market and Juniper Streets store of Yahn & McDonnell.

Mr. Eshelman has had five years' experience in catering to smokers of good cigars, and should easily adapt himself to the Yahn & McDonnell clientele.

Albert Gumpert left last week on a trip throughout the Middle West in the interest of Gumpert Brothers, featuring their "Full Weight" cigars.

Albert Falk, of the Falk Tobacco Company, New York City, spent a few days in the Quaker City last week, collecting nice orders on "Snap Shot" cube-cut smoking tobacco.

"Andy" Stein, of the Pera Cigarette Company, has returned to Philadelphia after a successful trip throughout the Keystone State, with special attention to Pittsburgh.

John Boltz, of the Boltz-Clymer Company, whose Philadelphia headquarters are located at Fifteenth Street and Lehigh Avenue, left on Saturday, February 28th, for a month's stay in Tampa.

While in Tampa, Mr. Boltz will inspect the factory where the well-known "El Palencia" cigars manufactured by this firm are produced.

A season of rest will also be in order, as Mr. Boltz has never fully recovered from the effects of the railroad accident which befell him some months ago.

Victor Lopez and Mr. Doebler, of V. Guerra, Diaz & Company, who are manufacturers of the "La Mega" clear Havana cigars, booked some nice orders while in Philadelphia last week.

The four stores of Yahn & McDonnell are showing attractive window decorations on the "Hoyo De Cuba" cigars, manufactured in Tampa by the San Martin & Leon Company.

This firm are distributors of this high-grade smoke, and thirty sizes are regularly carried in stock.

"Daddy's Delight" is the name given to a new brand of smoking tobacco, for pipe or cigarette, which will shortly be found on sale in the several stores of the Finley Acker Company, and marketed under this firm's label.

The package will sell for ten cents, foil packing. J. D. Acker, of the Twelfth and Chestnut Streets store, is very optimistic over the reports which have reached him from introductory samples.

New Glass Lids for Counter Display

When one goes into a cigar store and sees the cigar boxes on the counter covered with convenient glass lids, he realizes that he is dealing with a man who believes in protecting his goods and his customers as well. But it is doubtful if the man will remember that it has taken fifteen years for the retail trade to become educated to the use of these glass lids and to the attendant sanitary conditions which these covers produce.

Years ago these glass lids were introduced by P. A. Becker, who has continually added improvements to his products until now they seem to have approached perfection. Mr. Becker keeps abreast of the times and is known to the trade as the originator of the celebrated self-hinging glass box lids and humidors. He is constantly visiting the trade and coming in contact with the leading cigarists, and by absorbing their ideas, and with his own experience and mechanical genius for creating, he has been able to invent and patent many devices of value. He allows "no grass to grow beneath his feet," and as soon as one invention becomes antiquated he has another involving many improvements to take its place.

In neatness and practicability his latest production, the All Glass or Artistic Wire Edge Glass Lid, has surpassed all others, and the proof of this is found in the unusual enthusiasm shown by the trade in adopting this new lid.

Simplicity and strength have replaced the old ideas of bulky and clumsy construction which prevailed for years, and now the few old-type lids look as out-of-date in a store as old style counters and show cases.

The tobacconists have not been long in recognizing the fact that the old style lids, with their bulky frames around a bit of glass, and extremely out of proportion, cover the best part of the cigars and cheapen the surroundings and affect the sales.

Experience has shown that the cause of 90 per cent. of the breakage in this style of lids is due to the contact of the glass against the hard metal frame. In the latest product of Mr. Becker's brains, the All Glass or Wire Edge Lids, are free from any strain or pressure. With its neat and artistic appearance, it has proven far stronger and more rigid than the old-fashioned "iron-clad" bound lid, and in addition is a saving of 50 per cent. of the cost in bulk weight and transportation.

After making more than 2,000,000 lids in the past fifteen years, Mr. Becker says that he is now compelled to condemn his own original inventions of the old style lids owing to the superiority of the new style Wire Edge Lids. However he adds that he will continue to make the various styles for those who want them.

Mr. Becker expects to shortly produce another more interesting new glass lid that will appeal to the retailer exclusively. He says that it is something that the dealer has wanted for many years and that it will be a great improvement over all his other inventions.

P. F. Alberty With Austin, Nichols & Company

PAUL F. ALBERTY, formerly president and general manager of Dusel, Goodloe & Company, the well-known Philadelphia jobbers and distributors, notifies the trade that he is now connected with Austin, Nichols & Company, New York. Mr. Alberty at present is making a trip through the West in the interest of the cigar department of this well-known firm, and reports good business on the company's leading brands.

Broutan Purchases Business at 1303 Columbia Avenue

Announcement is made by the C. L. Martin Company, who for the past four years have conducted a cigar and tobacco business at 1303 West Columbia Avenue, that they have sold their stand to Percy Broutan. It is said that the business will be continued along the same lines as that of the Martin Company under the new ownership.

"Statesmen" Cigar Going Good

Jeitles & Blumenthal, Ltd., 119 South Eleventh Street, Philadelphia, have just opened several attractive new accounts on their "Statesmen" cigar, as the result of a visit by Mr. Jeitles, of this firm.

The demand for "Flor de Jeitles," "Tungston" and "Masterpiece" still continues to require the running of their factories on a full time schedule with every bench occupied.

News of the "44" Salesmen

F. B. Stanton, of the "44" sales force, representing the company in the northern section of New Jersey, is sending in very encouraging news relative to his work with the distributors in that territory.

F. D. Crawford, who has charge of the interest of "44" in the Middle West, has been spending a few days in Buffalo with his specialty men, where he finds that the well-known "Lipschutz" cigar has many friends.

Optimistic letters are coming from W. H. Nicholson, Middle Southern representative of "44." Mr. Nicholson states that the few days he has already spent with the distributors in Norfolk have been productive of very good results.

Tillman Funk, who takes care of the distribution of "44" in the South, is having much success with his specialty men in the various parts of his territory, and reports exceptional progress for the distributors.

Reports from the "44" factory are very cheerful. The factory is working on full time and is putting in a strenuous time catching up with the incoming orders.

"Lord Colbecks" at Rutgers Club Dinner

"LORD COLBECK" cigars, made by the De Lisser-Schneider Company, were smoked by the members and guests of the Rutgers Club, of Philadelphia, at their eighth annual dinner, held at the Hotel Vendig on February 20.

At each cover was laid a package wrapped in foil and neatly tied with ribbon of Rutgers scarlet. Each bundle contained three cigars, one "Ideales," one "Reina Victoria" and one "Bouquet Finas." Needless to say, these handsome sizes made many friends for the "Lord Colbeck."

Charles Bobrow Confined By Illness

The many friends of Charles Bobrow, of the firm of Bobrow Brothers, makers of the "Bold" cigar, will regret to learn that he is confined by illness at his home, 5828 Chestnut Street.

Combination Offer on "Snap Shot" Cube-Cut Tobacco

Terry & Duncan, Tenth and Chestnut Streets, Philadelphia, are featuring a ten-cent package of "Snap Shot" cube-cut tobacco, a product of the Falk Tobacco Company, and any regular twenty-five cent pipe, and three pipe cleaners on a combination offer for the price of the pipe alone.

The regular price of these goods is forty cents, so that the saving on the amount invested is well worth the consideration of pipe smokers desiring a high-grade, long-burning tobacco.

"Bold" Salesmen Busy on the Road

L. M. Walters is now in Chattanooga, Tenn., introducing the "Bold" cigar in this new territory. He reports that this popular smoke is finding ready takers in that section. During his stop with the W. H. Harris Grocery Company, at Richmond, Va., he found big business.

Henry Riesenberg, who recently returned from Paris, is now on Western territory and, as usual, found conditions flourishing and many orders for the "Bold" awaiting him.

During his trip he has visited the McPike Drug Company, Kansas City; H. J. Hughes Company, Omaha, Neb.; Churchill Drug Company, Burlington and Cedar Rapids, Ia.; Sargent & Rice, Nebraska City; E. B. Loser Company, Aurora, Ill.; Moreland Brothers & Crane, Adrian, Mich.; Oakford & Fahnstock, Peoria, Ill.; Platter Drug Company, Dallas, Tex.; Hamilton-Harris Company, Indianapolis, Ind.; O. H. Daly Company, Kokomo, Ind.; Wayne Tobacco Company, Ft. Wayne, Ind.; J. L. Marcero, Detroit and Pontiac, Mich. An attack of writer's cramp prevented us getting the rest of the list. We have come to the conclusion that Mr. Riesenberg can step some in thirty days.

Rapid Growth Features San Martin & Leon Company

In the photograph from left to right are Juan Quesada and Manual Quintana, assistants of the San Martin & Leon Company; Charles J. Castillo, vice-president and sales manager of the company; Charles Bock, of the well-known Pittsburgh house of Bock-Stauffer Company; Jorge Leon, president of the company; M. J. McDonnell, of the prominent Philadelphia distributing firm of Yahn & McDonnell; Frederico Marino Leon, father of the president of the San Martin & Leon Company, wealthy planter and owner of the factory.

FROM a beginning in a small building with twenty cigarmakers, it is interesting to trace the growth of the San Martin & Leon Company in Tampa, over a brief period of two years to their present factory which employs one hundred and fifty hands, turning out 20,000 cigars a day.

The factory is owned by Federico Marino Leon, a wealthy planter, and father of the president of this rapidly growing concern, Jorge Leon.

All the materials for the cigars are produced on Mr. Leon's plantations and the excellent reputation which such brands as "Flor de San Martin Y Leon," "El Briche" and "Hoyo de Cuba" have established, is no doubt in a large part due to the splendid quality of tobacco used in their manufacture. This without detracting one bit from the unusual success of the cigars due to the indefatigable efforts of Jorge Leon and Charles J. Castillo, and their assistants.

All the plantations on which the tobacco for the factory is grown are provided with the most modern improvements. It is either shaded with royal palms or covered with cheese cloth, and in addition the vegas have a system of artificial irrigation, so that a drouth can work no great harm. Federico Leon has the reputation of being one of the best growers of Cuban tobacco, and in his thirty-five years of labor with leaf plantations he has always been rewarded with success.

The vegas consist of the following properties, viz.:

El Brillante, transplanted with 300,000 seedlings under cover of palm leaves and planted in groves of trees; El Briche, with 300,000 seedlings under palms, cover of palm leaves, and groves; La Abelina, with 500,000 seedlings under cheese cloth; La Carlota, with 300,000 seedlings; Soria, with 500,000 seedlings; Cocal, with 200,000; San Jose, with 100,000; and Marino, with 100,000 seedlings, all of the latter under cover of palm leaves, or in groves of trees.

The total quantity of seedlings that were transplanted in all of the vegas amounted to 2,300,000, which were set out in a soil well fertilized, and watched over by excellent vegueros, as well as supervised in person by Federico Marino Leon.

The quantity of poles, of plucked leaves, which is the system employed by Mr. Leon, owing to its better cure, amounts to 15,000, and which are curing well in the best of conditions.

The accompanying photograph, which gives a splendid illustration of the unfolding of the leaves of the tobacco plants, was made on the occasion of a visit of M. J. McDonnell, of the well-known firm of Yahn & McDonnell, of Philadelphia, and Charles Stauffer, of the house of Bock-Stauffer Company, of Pittsburgh. Both men are deeply interested in the distribution of the goods of the San Martin

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INDEPENDENT RETAIL TOBACCO DEALERS GET HEARING BEFORE HOUSE COMMITTEE

Delegation Urges That New Legislation Protect the Small Dealer—Oppose Any Amendment to Sherman Law—Nicholas Ehrlich and Charles Dushkind Express Their Views

(Special to "The Tobacco World.")

WASHINGTON, D. C., February 20.

Bills drafted with the consent of President Wilson to supplement the Sherman anti-trust law have been pending before the House committees for nearly a month. So far but few organized business men have made any representations on this matter, notwithstanding how vital it is to them. The most noted exception to this rule was the Independent Retail Tobacco Dealers' Association of New York City. That organization sent a committee of ten to protest against the proposed legislation and to suggest some of the trade evils which are needing reform.

The tobacco delegation appeared before the House Judiciary Committee and suggested that if the new legislation is to be insisted upon, it certainly should contain restrictive provisions whereby the small dealer will receive adequate protection before the law.

"We hope that any legislation that Congress may enact in regard to this matter," said the representative of the retailers, "will result in restoring to the people their individual liberty and their right to engage in any lawful calling that they may see fit."

For the most part the committee listened to the arguments in a receptive mood, but it was apparent that many of the propositions presented were too progressive for the leaders who are in charge of the legislation. The Democratic party frankly does not care to go so far as to reform the economic system of distribution. The intention is chiefly to define the debatable ground around the Sherman law.

Henry H. Hunter, of New York, opened the hearing, explaining that he was special attorney for the Independent Tobacco Retail Dealers' Association. In a short statement he said his clients opposed any amendment to the Sherman law.

Nicholas Ehrlich, a jobber in tobacco, also took the stand and explained some of the practices of the so-called trust. He brought with him a number of coupons and prizes inserted in tobacco packages which he said gives the discount to the consumer and thereby prevents the wholesaler getting any hold in the business. Chairman Clayton asked the witness what Congress could do to remedy the situation, to which Mr. Ehrlich replied that he intended to cite a condition and to leave it to the wise lawyers in Congress to devise a remedy.

The chief speech of the day, however, was made by Charles Dushkind, general counsel for the Independent retail tobacco dealers. He said that while his association opposed any amendments to the Sherman law, because that would reopen the whole subject of trust litigation, if Congress fully intends to enact supplemental legislation he hoped it would keep certain facts in mind.

Mr. Dushkind said his association favored the provision prohibiting a discrimination in prices as between purchasers of the same article. Such prohibition he said, must be absolute, for to permit such discrimination in regard to differences in quality or quantity or to permit the vendor to select his own customers, would practically nullify the good of that prohibition.

"We certainly approve," said Mr. Dushkind, "of the provisions in the Clayton Bill permitting a party who is or is threatened to be injured by a violation of the Sherman law to apply for injunctive relief and suspending the Statute of Limitation during the pendency of a suit brought by the Government against offenders and that a decree against a trust in the Government suit may be used as evidence in a private suit for treble damages but we respectfully submit that these provisions are entirely inadequate and insufficient, and, moreover, they would be ineffective without making some changes in regard to the practice and procedure in the Federal courts."

The attorney opposed the establishment of a trade commission, but if such is to be established, he urged that its jurisdiction should be limited over large corporations. Such a commission should also have the power to grant summary relief from trade abuses.

Concluding, Mr. Dushkind said:

"We believe also that subject to proper regulation by the commission it should be made lawful for manufacturers of proprietary articles to fix and maintain the prices at which their products shall be sold by both the wholesale man and the retail man, and that contracts in that respect shall be enforcible in the courts. It has been common practice for dealers to sell well-known articles at prices sometimes below cost to attract prospective buyers and upon the strength of the reduced price on the leader they succeed in selling them something that repays them several times the amount that they lost on the leader.

"Moreover, in view of the present tendency to establish chain stores in almost every line, which stores are controlled by unlimited wealth, the small dealers should be protected against the chain stores underselling leading brands. By making it lawful for manufacturers of trademark goods to fix and maintain the prices at which their goods should be sold, this evil will be readily abated."

Other members of the New York tobacco delegation present at the hearing were Ike Ochs, Robert E. Lane John A. Locker, M. Monday, Adolph Hirstein and J. W. Schenker.

V. GILMORE IDEN.

G. H. P. Company's Cigars Selling Big in the West

Charles H. Fee, Western salesman for the G. H. P. Cigar Company, of 119 North Third Street, has recently returned from a trip to the West and reports that it has been one of the most successful that he ever made for the house.

Mr. Fee says that Philadelphia-made cigars have the best name of any in the country. He adds that his observation is that the cigar business is booming in every state in the West, and that he has enjoyed an unusual number of heavy orders. "Dakem," "Goodina" and "Vincello" are brands that are meeting the popular demand among the G. H. P. Company's jobbers and distributors.

Rapid Growth Features San Martin & Leon Company

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& Leon Company, and paid a visit to the plantations for the purpose of admiring the excellent growth of tobacco from which the company's cigars are made.

Jorge Leon, president of the San Martin & Leon Company, is a distinguished sportsman, but despite the fact that he is wealthy, the results of the past two years have proved him to be an indefatigable worker. He is gifted with a frank and communicative nature, which is marked by a generous spirit and delicate tact. Those who know Mr. Leon, for these reasons do not marvel at the fact that the company over which he presides is producing brands that stand high in the cigar industry, and that his factory figures among the important independant concerns of the country.

Detroit

Zero Temperatures Flag Cigar Sales—Tobacconists Find Lid On Gambling—"Lozanos" In for Big Distribution—"Philip Morris" Men Say Success Is Due to Dealers—Cigarette War Stopped—"Websters" Growing in Popularity

DETROIT, MICH., February 25.

DETROIT is now "paying" for the beautiful weather which it enjoyed the early part of the season. Since the tenth of February the temperature has been "flirting" with the zero mark and the result has been that the retail cigar business has been none too good. However, what sales have been lost by people not being on the streets has been made up, to some extent, in smokers and banquets. Previous to the Lenten season, there has been an unusual number of social functions, both stag and otherwise, and they always mean a lot of cigars and cigarettes.

Another thing that has been helping local business, and continues to do so, is the large number of people patronizing cafes. It used to be that Detroit was never "strong" for this sort of diversion, but go any night to the Penobscot, Griswold, Frontenac and Tuller and you are lucky to get a table. In this particular respect, Detroit is a close rival to Chicago and New York. All the cafes have cabaret entertainments, and there are a few that have even adopted the Eastern plan of permitting dancing. The Wayne Hotel is planning on using the upper floor of the pavilion for a restaurant and spacing off the center for dancing. The pavilion will accommodate about 1500 people and should prove a big success under this proposed plan. Anything that serves to bring out more people to the cafes naturally results in more cigars and cigarettes being disposed of.

Along with the campaign started a few weeks ago by the police department to rid Detroit of vice and gambling, at least a half dozen prominent cigar retailers who run hand-books in connection with their business have been placed under arrest, and while no penalty was inflicted they were all given a "lecture and warning." In connection with this crusade, a prominent member of the police department, who sometime ago headed the squad who cleaned out all punch boards and dice found in cigar stores, said to THE TOBACCO WORLD correspondent: "Troubles of this sort the cigar retailer only brings upon himself. Everybody knows that there is always going to be a certain amount of dice shaking, raffling and gambling, and the police department in no city will raise any strenuous objection when these things are conducted orderly and in moderation. But where there is one cigar dealer who is careful there are eight others who are not, and as the result everybody must suffer. For instance, take dice shaking. Not long ago I passed the store of a prominent retailer on Michigan Avenue, and as I did so I could hear someone saying, 'Come on you seven,' accompanied by very loud swearing. This sort of conversation was kept up for fully ten minutes. Think of it, right in the heart of the city, where hundreds of women pass every hour, this dealer was allowing disorderly conduct, and the worst of it was that the dice shaking took place near the door entrance. Can the department be blamed for putting a stop to dice shaking when such things are the result?" This police officer is absolutely right. The average privilege is shamefully abused, and it is simply the old story of the good ones suffering for the deeds of the bad.

The Hotel Statler, recently incorporated, has effected complete organization. The board of directors will consist of E. M. Statler, Charles Mozier, Frank W. Hinkley, John H. Lasceles, W. J. Statler, Edward J. Smith and Alfred Y. Thorn, all of Buffalo. The directors have elected E. M. Statler, president; Charles N. Mozier, vice-president, and Frank W. Hinkley, secretary and treasurer. The Hotel Statler has a capitalization of $3,500,000 common and the same amount of preferred stock. The company now operates the Statler hotels in Cleveland and Buffalo, and will have a third one in Detroit, which is now under construction and which will be completed by the fifteenth of December, 1914. Executive offices have been opened in Buffalo. Mr. Hinkley, now manager of the Statler in Buffalo, will relinquish that position in April to give all his time to the new office of secretary and treasurer. He will be succeeded by H. N. Dutton, who comes from the Piedmont Hotel in Atlanta, Ga.

Frank Bechold, who assists Ed Heineman at the cigar department of O'Brien & Company, on Woodward Avenue, was married on February 24th. Frank did not go on any honeymoon trip, but took a few days off to pick out the furniture and fix up the apartment.

The American Hotel in Kalamazoo, remodeled and rechristened, was opened on February 16th. It will be known hereafter as the Park American. Ernest McLean continues as manager. There will be a formal opening in April.

Paul F. Alberty, of the cigar department of the Austin-Nichols Company, of New York City, formerly with Dusel, Goodloe & Company, of Philadelphia, was here on February 24th and spent a few days drumming up orders.

Robert Boltz, of Boltz-Clymer Company, was here this week looking over local conditions with his Detroit representative, Mr. Clark.

Although E. M. Harris & Company will have to vacate their present store at 117 Woodward Avenue when the lease expires in May, 1915, they will be ready at that time to move into another store. Mr. Harris has taken options of a number of excellent locations in the heart of the city, but as yet has not fully made up his mind which to take. The Harris Company has been in existence for over thirty-five years right in Detroit.

"None prettier the world over" would be an adequate description of the handsome electric sign which has just been placed on top of the building at Monroe Avenue and the Campus advertising "Fatima" cigarettes. The same sign, although a trifle smaller, was for a year on top of a building on Cadillac Square, but it was taken down on account of a new building being erected on adjoining property. The new location is much better, as it can be seen from practically every section of Detroit's open loop.

When Ben Lesser was in town the early part of February, he put over a very nice deal that will ultimately result in the "Lozano" brand of cigars being on sale at practically every leading cigar store in Michigan. The deal was that Lee & Cady shall become distributors for the F. Lozano & Company cigars in the State of Michigan. The cigar department of Lee & Cady, who are the largest wholesale grocers in the state, is in charge of Mr. Higgins, who is making a hugh success of the same. It is the intention of Mr. Higgins to make a strong leader of the "Lozano" brands. Actual campaign work will start very shortly, and in another year the name of "Lozano" will be as well known as any brand.

C. J. Becker, who makes his office at 168 Horton Avenue, is working up a good trade on Holland tobacco, for which he has the agency in this section of the country. He has recently started to send out a lot of "direct-by-mail" literature to the individual smokers, and the returns are coming in very satisfactorily.

W. H. Wilbur, for over forty years a resident of Detroit, and for many years engaged in the cigar manufacturing business, died several weeks ago. He was very well known among the tobacco merchants.

On or about May 1st, Milford J. Daner, for the past six years with the Owl Drug Store in Mt. Clemens, will open a new store of his own on South Gratiot Avenue, in the waiting room block, to be known as the Standard Drug Store. He has already ordered his fixtures, and has given orders for a large part of his stock, which will consist of a complete line of drugs, stationery, cigars and cigarettes. The location is a splendid one, being directly across from the Medea Hotel, and a stone's throw from a half dozen other hotels.

Alex Herbert, vice-president of the Philip Morris Cigarette Company, was in town February 9th and 10th. He paid a great compliment to the dealers, to whom he said was due the credit for the enormous success of the company's goods. "We believe in advertising; we also believe in having good representatives in the various localities, but what good would all of this do if we didn't have the co-operation of the men behind the counters?" Mr. Herbert went to Chicago after his stay here. Ben Block was also here at the same time. He returned again on the sixteenth, and from Detroit went to Canada, which has been added to his territory. Mr. Block now has the states of Michigan, Indiana and Ohio and a good portion of Canada to supervise. Eddie Lichtig continues in charge of Michigan under Mr. Block. By the way, the style of boxes for Canada will in the future be the same as in the United States. Up to the present time, all of the packages have been of the "push" type. The American style of packing will undoubtedly be a novelty at the start, but in time is sure to be a winner.

McAllister-Smith Company, cigar jobbers, who started in business last summer at the foot of Woodward Avenue, have incorporated their business, the capital stock being $15,000. The men holding most of the stock are Frank S. McAllister, Adolph Ruhl, James E. Smith, Jacob Mazer, Henry Mazer and James Lee. The business is managed by Messrs. McAllister and Smith, the other stockholders being in simply for investment purposes. This concern, although very young, has made remarkable strides and is close on the heels of older concerns.

The cigarette fight, which lasted for one week, ending on February 21, is over and prices are back to normal. The bone of contention was between Lee & Cady and John T. Woodhouse Company. Cigarettes were sold to dealers at the cost price to the jobbers. The American Tobacco Company heard of the battle and had one of their representatives come on to adjust the trouble, which he did to the satisfaction of all concerned.

Lee Schoeneman, representing the "La Venga" cigar, arrived in town this morning with his wife, who is seriously ill at her apartment at the Ponchartrain. Lee will probably remain the week. He has a lot of friends here, and some splendid accounts, to which he will no doubt add very materially during his stay.

The Michigan Tobacco Company, of Detroit, has been formed with a capital stock of $10,000. Those holding most of the stock are Robert D. Smith and E. F. Wilkinson.

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"Nena" Cigar Factory Rushed With Orders

A few well placed advertisements to the trade, together with hard work on the part of salesmen, have resulted in the manufacturers of the "Nena" cigar being rushed with orders. This piece of nickel goods was launched by Reguera & Berengher, the manufacturers, simultaneously in New York and New Orleans, on January 1. The result is that the factory is loaded with "at once" orders, and more coming with every mail.

In a letter to THE TOBACCO WORLD, Mr. Berengher, sales manager of the firm, says:

"The 'Nena' cigar, owing to its quality and the attractive way in which it is packed and banded, is making many friends among smokers who know. There is not a place of importance in New Orleans and vicinities, where you will not find 'Nena' cigars, and an ever increasing number of dealers are selling it in New York. In fact, it is being sold in places along Beaver and Wall Streets—the financial section of the city—that never stocked a five-cent brand before."

Arrangements have recently been made with H. J. Widness, proprietor of the Widness Hotel in Park Ridge, N. J., to distribute the "Nena" cigar over a large territory.

DETROIT

(Continued from page 28.)

Albert Worch, of the Wayne Cigar Company, has purchased a new automobile, a fine Hudson Six, 1914 model. Charlie Spietz, of the same firm, is back from a two weeks' visit to Texas, where he went for a short rest.

Jacob Mazer was in St. Louis, Mo., February 22d and 23rd in connection with his two leading brands of cigars—"La Cavalerie" and "Miss Detroit."

George W. Stocking arrived in town on February 23rd and is remaining the balance of the week. He is here in the interests of Marcelino Perez & Company, who have accounts at the Hotel Ponchartrain and G. & R. McMillan. Mr. Stocking is a new man with the concern, and this is his first visit here for them.

Charles J. Holton, who left early in the month for Cuba, is expected back the first week in March. Mr. Holton is a wholesaler and retailer at Adams and John R. Streets, where he owns his own building.

Considerable damage was done to the factory of the Billion Cigar Company in St. Joseph a few weeks ago, when the building in which it is located took fire, causing practically complete destruction to the property.

I. A. Mitchell, of T. H. Hart & Company, of Philadelphia, manufacturer of "Heartsease" and other high-grade seed and Havana cigars, was in town on February 23rd, it being his first visit to Detroit in many years. He will stop at all of the principal cities in the Middle West in search of business.

Mr. Ackerman, representative of the "Webster" cigar, arrived in town on February 17th and left two days later. Unfortunately a bad cold prevented him from calling on as many of his friends here as he usually does. He had to leave suddenly for Columbus and hopes to get back here very soon. As for business, Mr. Ackerman need not worry so far as Detroit is concerned. The "Webster" cigar is getting better every day from the selling standpoint of the retailer. Every dealer who handles "Websters" is unanimous in the statement that it is one of his leaders, and furthermore that "Webster" customers seem to stick. It enjoys a splendid patronage among the traveling men, as evidenced by the big business which is done on the "Webster" at the Ponchartrain cigar stand.

B. O. Scott is now at the head of the cigar department of the various stores owned by the Standard Drug Company. He was formerly manager of the cigar stores operated in connection with the Liggett drug stores. As announced once before, the Standard will have another store in the new Kresege Building at Adams and Park Streets, which will be one of the finest in town. The cigar department will be given prominence and only the best brands handled. The building will be eighteen stories high and will cater to the leading doctors and dentists.

Among other visitors to Detroit the past ten days have been: Frank L. Rowland, of Lopez Hermanos, of Tampa; Walter Eisenman, of Eisenman Brothers, leaf tobacco dealers in Cincinnati; Mr. Campbell, sales manager for "Rameses" cigarettes; Bill Higgins, of Park & Tilford, of New York; Julius Marquzee, of New York City, leaf tobacco; James Glacum, of Glacum & Sons; W. D. Walker, of S. S. Pierse, of Boston; Charles Baswitz, of the Gonzalez & Sanchez Company; Steve Herz, of Bustillo Brothers & Diaz, and Hi Hammer, of Corral, Wodiska & Company.

AL U. THORNBURG.

Tampa

A. Santaella in Town—Booming "Stag" Tobacco Here—Sanchez-Haya Manager on Semi-Annual Trip—M. B. Pendas Goes to New York—Business Good on "Imperators"

TAMPA, FLA., February 25.

FEBRUARY 28, from 1 to 4 P. M., has been the date set by Cuesta, Rey & Co., for the opening of their new home in Havana at No. 90 Belascoain Street; engraved invitations having been issued to the trade.

Inasmuch as the supply of storekeepers for the made-in-bond factories is limited, many of them have been compelled to work overtime, but these conditions have been eliminated recently, the storekeeper's hours having been reduced to but eight hours a day.

After a considerable absence, we have had the pleasure of greeting A. Santaella, of "Optimo" fame, he having arrived recently from New York. President Santaella, who is stopping at the DeSoto will be here for several weeks.

Jose Garcia More, of the well-known Havana lithographic firm of More y Sobrino, has been inspecting Tampa lately, with a view towards finding a suitable location on which to open an additional branch of the company. Mr. More feels very favorable towards our city, and it is possible that action will be taken in the very near future. More y Sobrino do quite a large business in Havana, confining their attention largely to cigar labels, the German process of lithography and German employes, making it possible to turn out a product equally as good as that produced across the Atlantic.

The Havatampa Cigar Company was represented in the Gasparilla Carnival by a 15-passenger automobile.

George L. Harris, the well-known "live wire" of the P. Lorillard Company, is here for a two weeks' stay with his crew. It is needless to state that "Stag" pipe tobacco is being boosted thoroughly. Mr. Harris thought it might be a good plan to give each of the visitors to the Gasparilla Celebration a can of "Stag," but when he began to take account of stock, he found that he would need at least 100 tons of the tobacco, so he decided not to do it this time.

T. H. Burt, who looks after the interest of the State of Florida for the Reynolds Tobacco Company, acting in the capacity of State manager, has been spending the week in Tampa on business.

Edward J. Stachelberg, vice-president and general manager of the Sanchez-Haya Company, is now in Havana, making his headquarters at the Hotel Inglaterra. Mr. Stachelberg is on his semi-annual business trip.

Combining business with attendance at the Gasparilla Festival was the pleasant duty of John M. Carlisle, the genial salesman of the Liggett & Myers Tobacco Company.

Emilio Suarez, the well-known New York and Havana tobacco dealer, is staying at the Hillsboro. Mr. Suarez plans to spend a couple of weeks in Tampa on business.

Emilio Cabanzon & Co., who manufacture the well-known "Imperator," report that they are well pleased with the orders being received at the factory. They also state that the brand is meeting with splendid success throughout the trade.

M. B. Pendas, well-known through his connection with "Webster" and "Farragut" cigars, made by Y. Pendas & Alvarez, left Tampa recently for New York. While here, Mr. Pendas made a short visit to Manager Alfredo Pendas, of the factory

The following resolutions passed by the Western Association of Retail Cigar Dealers of Seattle recently, commending the work of Congressman Sparkman and Senator Fletcher in passing the cigars-in-bond amendment to the Underwood Tariff Bill, will doubtless be of interest:

"Whereas, Senator Duncan U. Fletcher and Congressman S. M. Sparkman have, by their support of the 'Manufacture of Cigar-in-Bond Bill' declared themselves in favor of honest merchandise and honest merchandisers, and

"Whereas, The Retail Dealers' Association of the states of Washington and Oregon in convention assembled, have reached the conclusion that to mark the origin of the material and the character of all tobacco products on all packages offered for sale would tend to lessen the extent of the tobacco monopoly and re-establish free competition, and

"Whereas, This convention desires to assure Senator Duncan U. Fletcher and Congressman S. M. Sparkman that they recognize and appreciate their efforts in behalf of the retail dealers of the United States,

"Now, therefore, be it resolved, That this convention extend to Senator Duncan U. Fletcher and Congressman S. M. Sparkman their thanks, and that the secretary of this convention be, and he is hereby instructed to spread this resolution upon the minutes of the meeting, and send a copy of the resolution to Senator Fletcher and Congressman Sparkman."

W. B. More, who takes care of Florida from the cigarette standpoint of the P. Lorillard Company, spent several days here waging a campaign on the well-known brand "Zubelda."

Col. Alfred Garcia, en route to Havana from New York, stopped off in Tampa for a few days to visit the "La Flor de Garcia y Vega" factory of the company.

Celestino Vega has returned from Cuba.

PERFECTO.

Key West

Shipping Lists Show Trade Expansion—Mi Favorita Factory Preparing to Operate in Bond—Many Orders Specifying Packings With "Made in Bond" Stamp—Preparing New Factory for Moreda & Company

KEY WEST, FLA., February 27, 1914.

THERE has not as yet been any great revival in business since the winter season has opened up and, while at a few of the shops the production limits have been removed and some additions have been made on the cigarmaking force, yet the trade status at many of our factories is not as good as it was at the same period of last year. The shipping lists contain many new names, which shows that trade is expanding and the reports given out at the various shops would lead one to form the opinion that at a very early date there will be "something doing" on a more lively basis.

The M. Perez Company and the Mi Favorita Cigar Company, the two firms which recently made applications to make their cigars in bond, will soon be in shape to work under the new system. The Mi Favorita Cigar Company will in all probability be the first Key West firm to have the honor of sending out cigars with the made-in-bond stamp, as, judging from the way things look at present, although the M. Perez Company was the first to declare their intention of taking advantage of the new law, carpenters have been busily at work for the past few days partitioning off one-half of the Mi Favorita Cigar Company's factory, which will be utilized as a bonded shop. As this work is nearly finished, it is very likely that they will be operating under their new order of things by the time that this letter appears in print.

Other firms are anxiously waiting to see the result of the experiment, so that they can follow suit if it is successful. As many letters and inquiries from jobbers and retailers throughout the country for the cigar with the government bonded guarantee stamp have commenced to come in, and until their factories are bonded they cannot fill these orders.

While as yet there have not been any new applicants for the bonding privilege, it is safe to say that very shortly several more of our large shops will be compelled to fall in line rather than lose their orders, as the jobbers and retailers of all sections seem favorably impressed with the idea.

Collector of Customs Griggs, for the State of Florida, spent a few days in town last week conferring with Deputy Wm. L. Delaney. He left for Cuba on Saturday, where he will spend several days.

Hon. Rhinelander Waldo, ex-police commissioner of New York City, passed through town recently en route to Havana on a pleasure trip. With Mr. Waldo were his wife and family and his two big bull dogs.

M. B. Pendas, of Y. Pendas & Alvarez, the Tampa cigarmakers, was a through passenger to New York via Key West. During his stay in Cuba he made purchases of leaf for the use of his shop.

Miss Rosalee Navano, daughter of J. M. J. Navano, manager of the E. H. Gato Cigar Company's branch factory, and Lieutenant Harry Pillans, U. S. A., were united in marriage here on the 19th inst.

Fecundo Arguelles and Celestino Lopez, of Arguelles, Lopez & Brother, passed through town recently en route from Havana to Tampa.

En route to Havana were A. L. Cuesta, of Cuesta, Rey & Company, Tampa; Chas. J. Holton, the cigar dealer, of Detroit, Mich.; John Evers, the cigar dealer, of Atlanta, Ga.

S. M. Gans, of Max Gans & Sons, the New York leaf dealers, was a caller on the local trade in the interest of his house. He left for Tampa on Saturday night.

At the Martinez-Havana Company's factory business is in excellent shape and an addition to the force was made on Monday. Mrs. Eladio Martinez and little daughter arrived last week from Cuba, where they have been spending some time as the guest of Don Luis Martinez at Guira de Melena.

A feature of the month at the factory of the E. H. Gato Cigar Company was the receipt of many night letters and cablegrams from S. Bachman & Company, the Pacific Coast jobbers, calling for rush shipments of goods by the express route.

President John Wardlow, of the Ruy Lopez Ca., left last week for Havana on a leaf purchasing trip. Business is slowly but surely increasing at this shop, and since last writing the production limit has been removed and several additions have been made to the force.

Chas. R. Wolf, of S. Wolf's Sons, is back from a business outing to Northern and Southern sections.

One of the prettiest home weddings which has taken place in Key West for many a day occurred during the month at the handsome residence of Mr. and Mrs. Thomas H. Gato, when Miss Jennie Comas and Mr. Ralph Du Bruel were united in marriage. Miss Comas is a sister of Mrs. Gato and is very popular in socal circles.

José Lovera, of the José Lovera Company, of Tampa, spent a day in town recently calling on his many friends. He was en route from Havana to Tampa.

At the factory of Moreda & Company orders are reported as improving. Manager Jaime Pendas is back from a business visit to Tampa. Workmen are busily at work cleaning off their land on the Country Road, where construction work on their new $30,000 factory building will be started early in the coming month. Contractor W. W. Ward is in town making arrangements for necessary material.

Tobacco Statement.

Importations of Havana leaf tobacco for two weeks ending February 23, 1914:

Cortez Cigar Company	36 bales
Withdrawals	343 "
	INGLACITA.

Cigar Shipments for Two Weeks Ending February 25, Via Mallory Steamship Line to New York, Mobile, Galveston and the East and West Coasts of Florida.

	Cases
Park & Tilford, New York	40
Geo. W. Nichols & Co., New York	22
United Cig. Stores Co., New York	36
E. H. Gato Cigar Co., New York	9
Austin, Nichols & Co., New York	10
Martinez-Havana Co., New York	7
Lowden & Co., New York	9
Mi Favorita Cigar Co., New York,	2
Ruy Lopez Ca., New York	4
M. Perez Co., New York	2
Acker, Merrall & Condit Co., New York, N. Y.	3
Nat'n'l Cig. Stands Co., New York,	4
Clark, Chapin & Bushnell, New York	2
Cortez Cigar Co., Savannah, Ga.	63
Hart Cigar Co., Portland, Ore.	14
M. A. Gunst & Co., Portland, Ore.,	2
Lamar, Taylor & Riley Drug Co., Macon, Ga.	3
Lamar & Rankin Drug Co., Atlanta, Ga.	4
M. A. Gunst & Co., San Francisco,	6
S. Bachman & Co., San Francisco	35
S. Bachman & Co., Los Angeles	13
Fred Barman & Bro., Los Angeles,	5
Geo. McQuester Co., Boston, Mass.,	2
B. M. Goodall, Birmingham, Ala.	2
H. Bercovich, San Francisco, Cal.	8
Glaser Bros., San Francisco, Cal.,	5
Suman & Salizstein, Dallas, Tex.	2
Sam Freund, Waco, Tex.	3
S. Goldstein, Austin, Tex.	2
A. B. Greenwald Cig. Co., Los Angeles, Cal.	4
C. N. Rhode, Galveston, Tex.	2
U. Koen & Co., New Orleans, La.,	5
Southern Cigar Co., New Orleans,	3
Valloft & Dreux, New Orleans, La.,	3
Hemenway & Moser, Salt Lake City, Utah	5
R. D. Burnett Cigar Co., Birmingham, Ala.	2
Wiedman Co., Cleveland, O.	4
J. & B. Moos Co., Louisville, Ky.	2
Finley-Acker Co., Phila., Pa.	2
C. B. Lowenson, Butte, Mont.	2
Est. of H. P. Loh, Macon, Ga.	2
Metropolitan Cigar Co., Denver	2
L. G. Distler, Indianapolis, Ind.	2
E. W. Collins, Jacksonville, Fla.	2
Patterson & Hoffman, Oklahoma City, Okla.	3
Rosenstein Bros., Butte, Mont.	2
Patterson & Hoffman, Muskogee, Okla.	3
Columbia Drug Co., Savannah, Ga.,	3
C. A. Gantz, Daytona, Fla.	2
Wadham & Co., Portland, Ore.	3
Sanford, Chamberlain & Albers Co., Knoxville, Tenn.	3
Turner & Fudger, Jacksonville	2
J. M. Crook, Paris, Tex.	2
Oberholtz & Poinsett, Kansas City,	2
Pahlo & Purcell, Selma, Ala.	2
Max L. Block, Houston, Tex.	2
J. S. Pinkussohn Cig. Co., Jacksonville, Fla.	2
Joseph Strong, Terre Haute, Ind.,	2
Ed. Livingstone, Chicago, Ill.	2
Wm. Boucher & Son, Baltimore	2
J. & B. Moos Co., Cincinnati, O.	7
Porter-Mallard Co., Jacksonville	3
L. & S. Cigar Co., Quincy, Ill.	2
Moore & Jones, Nashville, Tenn.	2
Hotel Union, Baltimore, Md.	2
L. W. Potter, Dillon, Mont.	2
E. F. O'Connor & Co., Savannah	6
Jenkinson Co., Pittsburgh, Pa.	3
Reymer Bros., Pittsburgh, Pa.	5
F. A. Davis & Sons, Baltimore	2
G. S. Mahn, Phila., Pa.	6
Jacob Langsdorf Sons, Phila., Pa.,	2
Joseph Way, Phila., Pa.	4
Smith, Kline & French Co., Phila.,	2
Harris Bros., Atlantic City, N. J.,	2
Whelan Bros., Syracuse, N. Y.	2
Dearstyne Bros., Albany, N. Y.	2
Stoddard, Gilbert & Co., New Haven, Conn.	2
S. Binsberg, Ithaca, N. Y.	2
Chapman Drug Co., Knoxville	2
J. S. Hill, Cincinnati, O.	2

Tobacco Show at Red Lion

The Tobacco Show held at Red Lion, Pa., on the afternoon and evening of Saturday, February 21, under the direction of the Pennsylvania State College Experimental Station, United States Department of Agriculture, proved very successful. The exhibits were many, while the quality of the tobacco shown was exceptional. Samuel A. Roseman, William H. Toomey and Howard H. Minnich acted in the capacity of judges.

At the afternoon session much interest was manifested in the address of Dr. William Frear, State College Chemist, on "Fertilizers Used in Growing Tobacco," who stated that stable manure was considered the best, but would give better results if used with some commercial fertilizer. He advised the growers not to buy fertilizer which is advertised and sold as tobacco fertilizer, but should buy and mix their own. He said lime should not be used unless the soil is sour and gave several ways in which to test the soil and find whether it is sour. He also said the cost of home mixed fertilizer would be about $28 to $30 per acre, 2250 pounds to be used to the acre.

One of the disappointments of the show was due to the fact that there was no testing of the burning quality of the tobacco by smoking machines, as had been previously announced, this being due to an accident to the machine in transit. The visitors during afternoon and evening numbered about five hundred.

A Visit to the Tobacco Farms of "La Catalina" and "El Santico"

WE left the Central Station (Havana) on Sunday, the eighteenth of January, gallantly invited by the owner, Manuel Rodriguez, well-known cigar manufacturer of the famous brands: "La Sirena," "La Venus," "Violeta," "Las Cantoras," "El Angel, "Venus de Cuba," etc., established at 188 Manrique Street, Havana, in order to enjoy a day free from work, and to breathe the vivifying air of the beautiful fields of the Island of Cuba.

We were four in our party, Don Manolo Rodriguez, Jr., son of Don Manuel, a sympathetic young man of twenty-eight years of age, well educated, a hard worker, and speaking the English language perfectly, having lived several years in Great Britain; Don Inocencio Cuervo, Don Celestino Menendez, and the narrator. We started at 6 A. M. to the minute, and as the sun had not risen yet it was too cold to open the windows of the wagon. Traveling in the trains of the Central Railroad is quite comfortable, being electric, therefore there is no dense smoke of the locomotive, and there were no complaints on the part of the ladies of the tobacco smoke, although the windows were closed.

Our Group on the Plantation

Rapidly and without any mishap we passed the different stations until Guanajay, looking with growing interest at the various vegas of tobacco, distributed from Punta Brava until Guyabal de Caimito, covered with cheese cloth mostly, although there were also some growing in the open fields.

At half-past seven to the minute we arrived at Guanajay, and after having visited the factory "La Sirena" Nos. 29-33 Maximo Gomez Street, and the bakery of Mr. Rodriguez at 30 Martires Street, as well as paying a visit to the handsome building of the Spanish Casino, we started in two commodious coaches for the principal object of our visit, to inspect the vegas "La Catalina" and "El Santico." Our company had been increased by two additional persons, besides the two coachmen, first the cousin of Don Manolo, Don Francisco Menendez Rodriguez, who is the manager of the cigar factory and also has charge of the above-named vegas and the various properties of Mr. Rodriguez in Guanajay, and second, a famous cook of the village, Don Pedro Herrera.

The road from Guanajay to Artemisa is in very good condition, flanked by shade trees that arch and throw a grateful shadow, but after having left this road and entering a soft country road our hardships began, which fortunately were not of the worst kind, and we reached our destination safely at 11 A. M. During the transit we saw principally only luxurious cane fields, as well as some sweet potato patches, malangas (a sort of potato) and Yuca (Cassava).

As the cook had to prepare our hot lunch (almuerzo) we had three hours to run over the vega "La Catalina" on foot. This farm has six caballerias, about two hundred acres, and of which one-third is dedicated to tobacco, the rest is planted to sugar cane, banana trees, fruit trees, many royal palms and to the raising of fodder for the animals. There are also virgin forests, into which nobody could enter without having cut a way previously with a machete. The country house presents no particular observation, except saying, that it is of two stories with a tile roof, and is occupied by the caretaker or manager, Don Domingo Rodriguez, a Canary Islander, intelligent and honest, a hard worker of middle age.

Our principal object was to look at the different stages of growth of the tobacco fields, and also at the hanging leaves cut already in the drying sheds. As the latter were still green they could not be judged perfectly, but notwithstanding they promise to give light colors, of good sizes and of a silky texture. The burn is perfect, as we tried several leaves. The plants in the fields show up well, being sound, and were of all sizes, according to the different periods of having been set out. The second growth is developing well. It must not be forgotten, that Mr. Rodriguez has provided his farm with a donkey engine and the corresponding pipes over all the tobacco fields, so that a prolonged draught could do him no harm, in case of need. Mr. Rodriguez is not fond of raising tobacco under cheese cloth, and still he employs some of this stuff on the sides of the fields, as a protection against the strong winds, and to keep the chickens out. The first harvest began on the thirtieth of December, then from the eighth to the tenth of January, and now he is cutting right along as fast as the leaves mature. Very soon he thinks of starting the second cut of the capaduras, or sucker growth, which are developing well, thanks to timely rains in the latter part of December and January. The shade thrown by the palms is very beneficial in producing a thin, aromatic leaf, and for this reason many vegueros are anxious to plant as many palms as possible, and select the palm alleys for the planting of tobacco. While we were looking at the fields, Don Manolo was very busy with his kodak, drawing photographic pictures, some of which we present.

Walking in the fresh, pure air, warmed up by the "King of the Stars," had given us an excellent appetite, and returning to the house we found the lunch waiting for us. We did full justice to the different plates, and the typical rice with chicken, as well as to a good glass of Spanish wine, and felt better than before a sumptuous dinner in the fastidious Hotel Miramar.

In the afternoon we paid a visit in coaches to the farm "El Santico," which contains twenty-six caballerias, or about 860 acres, planted with sugar cane; 100 acres with tobacco upon shares, and the balance being devoted to pasture lands. This time we were accompanied by the private country policeman, Don Eduvigis Padilla, mounted on horseback, in order to open the different bars of the fields. He was armed with a machete and a revolver, although there was no necessity to use the arms.

(*Continued on Page 32*)

A Field Well Developed

The two farms represent a capital of $50,000, and contain numerous pigs, hens, guinea hens, chickens, turkeys, about 200 cows, 25 to 30 yoke of oxen for the work on the farm and from 60 to 70 horses. According to the season of the year there are from 30 to 50 farm laborers, and on the Santico farm there are five small farmers who work on shares, and one tenant of one-half caballeria, or about sixteen and one-half acres.

When the sun was nearly setting we returned to Guanajay in our coaches, taking a good dinner in the factory, thence taking the train to Havana, and where we finally arrived a trifle tired at 10 P. M. Thanking our host for his hospitality and the pleasure he had given to us, we went home to sleep.

SOLRAC.

Bowl-Shaped Cavity Replaces Cigar Tip

Now that hygiene has become such an important factor in our everyday life, it will, doubtless, cause little surprise, when it is learned that even the cigar has come in for its share of attention as regards manufacture, etc. No longer will the fastidious user of the weed shudder when he happens to remember that sometimes it is necessary to employ paste to insure the permanent fastening of the wrapper on the tip of the cigar, inasmuch as a new cigar form has been patented in Germany doing away with the tip. This new process replaces in its stead, a bowl-shaped cavity, which is a decided improvement from the sanitary standpoint, and has been patented by Baer Brothers, of Mannheim, Germany. The machine by which the cigars are given their new form has already appeared on exhibition, having been awarded a gold medal at the International Exhibit in Brussels, in 1910, and having won much praise and commendation at the hygienic exhibition held in Dresden in 1911.

No Grounds for Infringement

Alleging that L. W. Savage, of Bangor, Me., was infringing upon their rights in the distribution of a cigar under the title "208," which title closely resembled "108" cigar, manufactured by them for many years, and was deriving some of the benefit of the advertising performed by the plaintiffs, Messrs. Goldsmith and Silver, doing business as the Goldsmith-Silver Cigar Company, Boston, Mass., brought suit recently against Mr. Savage, asking that he be restrained from the use of the said title. The suit, which was reviewed by Judge Merrill, of the Portland Municipal Court, was decided in favor of the defendant, Judge Merrill finding that inasmuch as the Goldsmith-Silver Company owned no trademark upon which infringement could be based, and that there was no unfair competition, that the injunction would not be granted nor damages awarded.

Cleveland

Trade Conditions Good for the Season—Fred Falkenberg at Toledo Trying to Win Bowling Trophies—Many Window Displays on "Saramitas" and "Saramita Fives"

CLEVELAND, O., February 24, 1914.

TRADE is fairly good here considering the time of the year. Conditions for spring business look more than bright.

Cleveland has been hit by another bad snow storm, but is gradually recouperating and coming back into its own.

The Richmond Cigar Company were forced to discontinue their store on Euclid Avenue, as their lease was cancelled to make room for the cafe that was in the rear. This will leave this concern with only one stand, that being located on the Public Square.

Harry Fagan, whose stand is located on Superior Street, near East Ninth, has gone into bankruptcy. Most of the creditors were local concerns.

Unger Brothers will open their new stand on lower Superior Street on the fifteenth of this month. They will have an up-to-date pool and billiard hall, barber shop and cigar stand.

The Consumers Cigar Company will open up a new store in the Wilkshire Building. It will be in charge of Al Cohn and will be open for business about March 1st.

Burt Smith, of the Shields-Wertheim Company, was laid up for several weeks, but is again out and around and will start his regular trip within the next couple of days.

Fred Falkenberg, ex-Nap pitcher, who is at the present time manager of the Euclid Avenue Bowling Alleys, is attending the annual bowling tournament in Toledo and will endeavor to bring home at least one, if not more, of the prizes.

Harvey Ducker, formerly with the H. C. Christy Company, is engaged in the jobbing and manufacturing of cigars and candies and is located at Superior and West Ninth Streets.

Wm. Loveman, of the J. C. Loveman Cigar Company, was married on the 10th and after a wedding trip through the East will take up his residence at Hough Avenue and Sixty-fifth Street. The night of the wedding Mr. Loveman sustained a $2000 loss through burglary, burglars having broken into the home while they were being married and secured about $2000 worth of wedding gifts.

The Shields-Wertheim Company are making a strong window campaign on "Saramitas" and "Saramita Fives" with good results.

Fred Singer, of S. Rossin Sons, New York, made a flying trip to the city.

There have been several changes in the internal revenue department. Chief among which is the collectorship, which has gone to Harry Weiss, of Canton, who succeeds A. R. Rodway.

Harry Lichtig, of Mt. Clemens, Mich., is spending his winter vacation here.

Walter Biddlingmyer, who operates a stand in the Electric Building, is once more back on the job after an illness of several months.

On the 24th the Marshall Drug Company sustained a total loss in their stand at East Ninth Street and Huron Road. The entire store was gutted by fire. Preparations are being made for a new structure to rise on this site and it is almost certain that when this building is completed they will again occupy the corner store.

The Erie Cigar Store, also in this building, sustained a total loss and it is uncertain at this time where they will locate.

The George B. Scrambling Company have remodeled their offices, located on West Third Street. Mr. Scrambling reports business as extremely good, both in their store and the wholesale end of it.

M. Mendelsohn, a member of the Mendelsohn Cigar Company, is expected here the middle of the week. It is the first time that Mr. Mendelsohn has been in town since his recent illness.

Grover Mendelsohn reports many orders on "Decisions," "Rigolettas" and "El Symphonies." The factory is keeping busy and is proving to be one of the liveliest cigar concerns in town.

Louis Klein Cigar Company sustained a small loss by smoke and steam in the recent Gillsey Hotel fire. They have fixed up their stock and fixtures and are again operating as usual.

Abe Jacobs, who operates a cafe and grill room in Vincent Street, has moved to 734 Superior and will operate an exclusive stag restaurant and cafe.

Mr. Sharples, of Shipley-Massingham, of Pittsburgh, was in town the past week and placed his order on "Saramitas" and "Saramita Fives" for 1914.

William Schwartz, of the Volunteer Cigar Company, Nashville, Tenn., formerly of this city, has been retained as manager of the Nashville Ball Club for the ensuing season. Mr. Schwartz, with Mr. Weisenberg, is operating the Volunteer Cigar Company, located at 236 Sixth Avenue, and is keeping open day and night catering to the trade. They have an up-to-date stand and they are keeping many brands of cigars, stogies, etc.

JERRY.

Oldest Cigar Store in Cincinnati, Ohio

Showing the interior of the cigar store of John C. Davis, located at 412 Vine Street, Cincinnati, O. Mr. Davis is shown in the photograph standing beside a huge floral cigar, the gift of his daughter on the occasion of the anniversary of his fifty-fifth year in the cigar business.

JOHN C. DAVIS, the oldest cigar man in the State of Ohio, observed the anniversary of his fifty-fifth year in business at 412 Vine Street, Cincinnati, O., on February 1. From his doorway Mr. Davis has seen lower Vine Street change from a thoroughfare of vacant lots in 1859 to one of the main arteries of the city in 1914.

"I have seen many changes," said Mr. Davis, who is seventy-two years old, but does not look more than sixty. "There have been great changes in business life and in men. I began to work in this place on February 1, 1859, just after I had graduated from Woodward. I was a clerk employed by R. L. Leary & Company, manufacturers. I succeeded this firm a short time later, when I established my present business. Twenty years ago, my little store, which was a landmark for years, seemed to be crowded by the bigger buildings that were springing up all around me, so I built the building I occupy now on the same lot. When I started in business only three kinds of tobacco were grown—Havana, Virginia and Connecticut. Now, besides these three, there is tobacco grown in almost every state in this country. Cigarettes were unknown at that time, although they were imported from Cuba several years after I went into business."

Mr. Davis is proud of his reputation as the oldest cigar man in America, and during the past week has been busy receiving congratulations from traveling salesmen, who refer to him as the "Nestor" and the "Dean" of the tobacco business.

In 1856, three years before he started in business, Mr. Davis was selected as one of the pages from the Public School of Cincinnati, for the National Democratic Convention which convened in that city and nominated James Buchanan for President.

Mr. Davis writes THE TOBACCO WORLD that during the convention he became acquainted with Benjamin Butler, who afterwards became a general in the Union Army. "After the war started," writes Mr. Davis, "I became a member of the army that defended this city during the Kirby Smith raid."

"On July 19, 1866, I was elected president of the Live Oak Baseball Club, the first baseball club organized west of the Alleghany Mountains."

He adds: "I have discounted every bill I have purchased in the last forty-five years. There has never been a bank in Cincinnati that has seen a note of mine."

Fendrich Factory Biggest in Country

Recently compiled statistics show the output of cigar factories in Evansville, Ind., to be between 450,000 and 500,000 cigars daily. The leading factory in the city and probably the largest in the country is the H. Fendrich factory, makers of the famous "Charles Denby" brand. The output of this factory is about 300,000 cigars a day and is said to have a capacity for the making of at least 350,000 daily.

Working six days a week, the Fendrich factory turns out 7,200,000 cigars in a month or 86,400,000 in the course of the year. Fifteen hundred girls are employed in the Fendrich factory.

The new plant on Oakley Street was built in 1912 and is a model cigar factory with light from four sides and big, airy rooms and high ceilings. The structure is fireproof in construction and was designed by John Fendrich, the present proprietor of the factory.

The next largest plant in Evansville is the American Cigar Company's, which employs about 450 girls and makes about 100,000 cigars a day when working its capacity. This company employs fewer girls because the tobacco it receives is ready for the wrapper, having been prepared at some of the company's other plants.

Allotments for Tobacco Experiments

The Department of Agriculture has made the following allotments to states for tobacco work in 1914:

To Connecticut, $2700 for tobacco breeding investigations; the state will spend $1500.

To Maryland, $1225 for tobacco breeding experiments; the state will spend $1000.

To New York, $1250 for cigar filler and binder tobacco tests; the state will spend $500.

To North Carolina, $6080 for investigations with flue-cured tobacco; the state will spend $3000.

To Ohio, $1550 for tobacco breeding and handling; the state will spend $2500.

To Pennsylvania, $2400 for filler and binder tests; the state will spend $2500.

To Tennessee, $1000 for investigating tobacco insects; the state will spend $500; also $1262 for tobacco improvement investigations; the state will spend $1000.

To Virginia, $4580 for tests with fire-cured, sun-cured and flue-cured tobacco; the state will spend $5000.

To West Virginia, $700 for experiments and demonstrations in the culture of improved Burley tobacco; the state will spend $2000.

The Cuban Market

From Our Exclusive Bureau

Havana, Cuba.

HAVANA, February 21, 1914.

THE uncertainty about the coming tobacco crop continues, as the temperature is abnormal for this season of the year. Instead of a mostly cool atmosphere with northerly winds, interspersed only by a few warmer days, and one rainstorm a month, or at most two, the reverse has been the rule since the beginning of this month. While this has been propitious to forward the growth of the young tobacco plants in the fields, it has however spotted the wrapper leaves when they were nearly ripe to be plucked, as well as washing all the gum from the leaves that had attained their maturity. Under these circumstances the 1914 crop will be very much mixed, and unless we should still henceforth have some more seasonable weather, the general characteristics will be of a light and partly flimsy nature. Besides, how much damage may have been done by pole sweat, will only be found out later on, when the dry leaves are being bundled, thrown into piles and have undergone the fermentation process. We may say, that perhaps about half the crop has been harvested, and is now hanging in the drying sheds. How much the other half, still growing in the fields, may finally give is an unsolved riddle yet, that Dame Nature alone could reveal. The 1914 crop is fully a month later than usual. All estimates that are made now are mere guesses, and in all probability will have to be rectified later on, principally as some transplantings have been made as late as the beginning of this month, and whether they can mature nobody could tell. In any ordinary year there would be nine chances against one that they would give any result, but possibly this year the tables might be turned. The rule is, that all tobacco still growing in the Vuelta Abajo after the fifteenth of March, never does amount to anything, while the Semi Vuelta and Remedios districts under favorable weather conditions have given good capaduras even in the month of April.

Judging our leaf market by the number of sales made during the past fortnight, it ought to be classified as even duller than the preceding two weeks. Lately more buyers have arrived, but it remains to be seen yet whether they will operate more freely, or restrict their purchases to the absolutely needed requirements to tide them over until the next crop. A good many of our leaf dealers seem to be more disposed to make concessions, and would not let a reasonable offer of a buyer go by, as they would like to liquidate their holdings, in order to be ready for the new campaign. An exception has to be made, however, as far as prime goods are concerned of heavy quality styles or factory vegas of a high aroma, as the holders of such goods appear in no way anxious to part with them, except at the old figures.

Recent Leaf Sales.

Sales during the past two weeks amounted to 5461 bales, divided into: Vuelta Abajo, 2715; Partido, 478, and Remedios, 2268 bales.

Buyers were: Americans, 2638; exporters to Europe, 140; shippers to Mexico, 50; to South America, 785, and our local manufacturers of cigars and cigarettes, 1848 bales.

Exports of leaf tobacco from the port of Havana during the past fortnight, ending February 14, 1914, consisted of 10,001 bales, distributed as follows, viz.: To all ports of the United States, 9116; to London, 40; to Hamburg, 60; to Rotterdam, 10; to Mexico, 50, and to South America, Buenos Aires, Montevideo and Valparaiso, 785 bales.

Receipts of Leaf Tobacco From the Country.

	For Twelve Days Ending February 12, 1914.		Since January 1, 1914.	
Vuelta Abajo	650	bales	3,872	bales
Semi Vuelta	1	"	205	"
Partido	...	"	132	"
Remedios	1,388	"	3,450	"
Oriente	441	"	790	"
Total	2,480	"	8,449	"

Buyers of Leaf Tobacco That Come and Go:

Arrivals—From New York: Antonio Gutierrez, of the Gene-Vall Cigar Company, Inc.; S. M. Wallach, of G. Falk & Brother; Ike Bernheim, of J. Bernheim & Son; Aleck Goldschmidt, of A. Bluemlein & Company; Lennie Greenhall and Mrs. Greenhall, of Greenhall Brothers; B. Castellano, of B. Castellano, and Aleck Blumensteil, tobacco buyer for Rosenstadt & Muñiz.

From Tampa: Faustino Lozano and Bernabé Diaz, of F. Lozano, Son & Company; Colonel Alvaro Garcia, of Garcia & Vega; Edgar J. Stachelberg, vice-president of Sanchez & Haya.

From Key West: Francisco Fleitas, of S. & F. Fleitas.

From Chicago: Matt Wengler, of Wengler & Mandell; Harry Slavinski, of Harry Slavinski.

From Trenton, N. J.: Charles F. McDonald, of Charles F. McDonald.

From Montreal: Harry Simon, of H. Simon & Sons.

From Quebec: Henri D. Barry, of Henri D. Barry.

From London, Ontario: José Gasté, of José Gasté.

From Stettler, Alberta, Canada: J. Carder, of The Stettler Cigar Company.

Cigar Importers and Representatives of Cigar Factories in the United States.

From London, Eng.: Maximinio Borrell and his son, Ricardo Borrell, of Borrell & Company.

From Indianapolis: Louis G. Deschler, of Louis G. Deschler.

From Philadelphia: Godfrey S. Mahn, of Godfrey S. Mahn.

From New York: J. V. Flannigan, representative for the United States and Canada for the Por Larrañaga factory; Harry Mills, representative for the United States of the Belinda factory; George W. Rich, of Louis G. Smith & Company; Tom Lane, son of Robert E. Lane, the latter is the representative of the Partagas factory for the United States and Canada; R. C. Faber, of G. W. Faber, Inc.; Harry L. Hedger, superintendent of the Nassau Country Club.

Returned—From Tampa: Ignacio Perez Castañeda, of Jorge & P. Castañeda.

Departures—To New York: S. M. Wallach, Mr. and Mrs. Lennie Greenhall, J. V. Flannigan and Harry Mills.

To Chicago: H. B. Franklin.

To Tampa: Celestino Vega, Facundo Argüelles, Manuel Corral and José Lovera.

To Boston: Albert W. Kaffenburgh, Mr. and Mrs. Wm. Fisher and Esmond Rowley.

To Philadelphia: E. A. Calves.

To Montreal: H. C. Fortier.

To Lancaster, Pa.: John F. Nissley and John F. Baer.

To Stettler, Alberta, Canada: J. Carder.

To Indianapolis: Louis G. Deschler.

Cigars.

Romeo y Julieta has enough orders on hand to work strong until the end of March, and by that time enough fresh orders ought to be received.

H. Upmann & Company, having many orders for the "Regies" on hand, are fully occupied, naturally considering that we are in the dull season of the year.

Partagas stated that if business should only continue throughout the summer as it is now that they would be perfectly satisfied. Angel Granda, formerly foreman of the Villar y Villar and Pedro Murias factories, has now become the foreman and inside manager of the Partagas factory.

Henry Clay and Bock & Company, Ltd., report that they are working better than last year at this period.

Castañeda and Fonseca are quite busy, as they have plenty of orders on hand from all parts of the world.

Sol is satisfied with the present state of affairs, as there are always orders arriving to keep up the normal activity at this period of the year.

While business cannot be called brisk in any of our factories, nobody expects to receive large orders at the moment, but taking everything into account the general outlook for the future is promising, and this hope is sustaining the small factories, which are suffering mostly from the quieter times. The different European "Regies" in any event are giving work to quite a number of our factories, as their principal shipments are made in the winter and spring months, thus counterbalancing a decreased demand from other countries.

Factories that are also fairly well supplied with orders are: Por Larrañaga, Punch, Hoyo de Monterey, La Flor de José Otero, La Flor de A. Fernandez Garcia, Flor del Fumar, Belinda, Eden, La Flor de Tomas Gutierrez and C. E. Beck & Company.

Leaf Tobacco.

Sobrinos de A. Gonzales were sellers of 750 bales of leaf tobacco of all kinds during the past fortnight.

E. A. Calves & Company only secured 325 bales of Remedios tobacco as far as we were able to ascertain.

Gonzales & Benitez sold 900 sales of Remedios and Semi Vuelta.

Garcia & Company purchased 664 bales of leaf for their New York house of F. Miranda & Company.

Santiago Perez Palacio, the father of Don Pablo J. Perez, joined the silent majority on the 12th inst., after having suffered from heart disease for some time previously. The deceased was a nephew of the late Gregorio Palacios, who was the richest leaf dealer in the city of Havana. In the name of THE TOBACCO WORLD we extend our deepfelt sympathy to Don Pablo J. Perez.

Leslie Pantin was a buyer of over 400 bales of leaf for account of his customers by cable orders.

Exporters of leaf tobacco from the port of Havana from February 1 to February 14, 1914, above 200 bales of leaf, were:

Maximilian Stern	1,037 bales
Leslie Pantin	710 "
Manuel Suarez	684 "
Mark A. Pollack	672 "
I. Kaffenburgh & Sons	592 "
Perez, Capin & Company	521 "
J. Bernheim & Son	468 "
H. Upmann & Company	439 "
Diego Montero	405 "
Garcia & Company	306 "
J. F. Berndes & Company	287 "
Celestino Medio	254 "
Ernst Ellinger & Company	230 "
Rodriguez, Menendez & Company	225 "
Allones, Ltd.	220 "
A. Ferrer	213 "

ORETANIV.

Tariff Act Not Likely to Change Situation

(Special to "The Tobacco World.")

WASHINGTON, D. C., February 25.

Assistant Secretary of the Treasury Hamlin has referred to the Department of Justice the technical questions arising under the Cuban treaty since the enactment of the new tariff law. The greatest difficulty encountered is in connection with the tariff on sugar, although there have been some points raised in connection with the tobacco duties.

While it is very obvious on the face of the thing that the duty on sugar from Cuba will be 20 per cent. lower than the contemporaneous tariff duties, Mr. Hamlin thought it would be best for all concerned to have the Attorney-General express an opinion as to the law in the case. Furthermore, it was pointed out there has been practically no change in the tobacco duties and therefore it is most likely that the Cuban treaty and the new tariff act will alter the present situation not in the slightest.

Announce Removal of Offices

The Theobald & Oppenheimer Company announce to the trade the removal of their accounting and order departments to their new offices at 1020 Second Avenue, New York City. It is requested that all remittances, orders and other communications be directed to the company at the new address. The removal took place on February 23.

The offices of the manufacturing department will be retained at 1147 North Fourth Street, Philadelphia, under the personal supervision of John N. Kolb, as heretofore.

Pittsburgh

Weather Puts Damper on Business—Salesmen Boosting "Unis" Cigarettes Here—Acker, Merrill & Condit Now Have Pittsburgh Athletic Club Stands

PITTSBURGH, PA., February 24, 1914.

BUSINESS in Pittsburgh for the last two weeks has not been as good as expected. We have had lots of snow and very cold weather, registering as low as 6° below zero in some places.

J. H. Gollner, secretary and treasurer of M. Marsh & Son, Wheeling, W. Va., was in Pittsburgh for a few days looking after their business. He reports it very satisfactory, as their brands always sell very big in Pittsburgh. Mr. Gollner was accompanied by John Wolf, their factory foreman.

Mr. Bosworth, of H. Fendrich, manufacturers of "Chas. Denby" cigars, is in town.

Arthur Herbert, E. M. Robins and S. Soffel, all connected with the Phillip Morris Cigarette Company, are in this city boosting "Unis" cigarettes. They are putting in some very fine window displays.

Mr. Rosenfeld is in town selling "Charles the Great" cigars, made by Salvador Rodriguez, of Tampa. He is visiting the trade and has a very nice report on his cigars.

Reymer Brothers have some nice window displays on "Charles the Great" and "Cortez" cigars. Also showing a nice line of pipes.

Reymer Brothers have furnished cigars for the bank clerks' banquet at the Hotel Schenley. They will also furnish them to the Pittsburgh University banquet at the University Club.

The Seventh Avenue Hotel cigar stand has a very nice display of "Royal Nestor" cigarettes. This display was put in by Mr. Deskau, of the Tobacco Products Company, who is working very hard on this brand.

J. Bering, who has succeeded Mr. Fleischauer as manager of the Seventh Avenue Hotel cigar stand, is again on the job after a two weeks' illness. We think Mr. Bering will make a success of the Seventh Avenue stand.

Reymer Brothers have taken over the stand in the Carnegie Building, formerly controlled by Jos. T. Snyder. Mr. Goetz, formerly with Jos. T. Snyder, has taken charge for Reymer Brothers.

Fred Kuehneisen and Miss Mabel Hallam were united in marriage on February 18th. We extend our heartiest congratulations to Mr. and Mrs. Kuehmeisen. Mr. Kuehmeisen was formerly connected with Melachrino & Company.

The Bock-Stauffer Company are still advertising and boosting "Jenkinson's Best" stogies.

R. Thompson, manager of the cigar department of the W. J. Gilmore Drug Company, has taken a trip to the eastern part of the state in the interest of the "El Verso" and "San Felice" cigars.

J. Edwards, of New York, has taken charge of the Pittsburgh Athletic Club's stands. These stands were formerly in charge of A. C. Kefer. Acker, Merrill & Condit now control these stands.

J. R. Criswell, representing the Bock-Stauffer Company, has just returned from a business trip to Harrisburg, Pa., and surrounding towns. His principal work while on his trip was in the interest of one of the above named concern's most famous brands, "Jenkinson's Best." Criswell was delighted with the results from his trip. The business done on this brand proved to be most successful.

Charles Bock, president of the Bock-Stauffer Company, is calling on Chicago jobbers, and expects to be absent from the city for a week or ten days.

A rumor has it down town that Acker, Merrill & Condit will locate in the neighborhood of Fifth Avenue with a fine retail and wholesale store. They will carry all of the high class imported and domestic cigars, wines, liquors and groceries.

A. J. Fleischauer will have to delay opening his new store at Liberty and Smithfield Street until February 28th or March 5th, as his fixtures have been lost in the snow storm.

C. A. Gibbs Company have a great run on "Lozano" cigars, made by F. Lozano & Company, Tampa.

The following visitors were in town:

Dan. Manheimer, of the Imperial Cigar Company, Lancaster.

J. Planco, of Ruy Suarez Company; he is homeward bound.

J. B. Sheridan, of Ramon Rey Company, opened a number of new accounts in the East.

D. Easton, of the Falk Tobacco Company, New York.

G. Schoeneman, of Celestina Vega Company, Tampa.

J. Feist, of M. Stachelberg Company.

Albert Calish, of Cortez Cigar Company, Key West.

J. Andrew Stein, representing "Pera" cigarettes.

Fred Nicholas, of the H. Sommer Company, Quakertown, Pa.

E. N. Ackerman, of Y. Pendas & Alvarez.

A. J. F.

San Francisco

Weather Elicits No Complaint From Local Trade—Gunst & Company Enjoying Big Business With Manila Smokes—Bercovich Company Reorganized—Glaser Brothers Back in Old Quarters

SAN FRANCISCO, February 20, 1914.

THE fine weather of the first half of February brought out a lot of business for the local cigar men; and even now, with another heavy storm in full swing, there is little complaint. Country business has been very active. Traveling men and visitors from the inland towns alike report splendid prospects in all parts of California and the Coast in general. The unusually heavy storms since January 1st have caused the early spring and late winter work of the traveling men to lag a little behind the average. In a number of sections, particularly in Southern California, railroads and wagon roads were damaged considerably on several occasions, and the labors of the outside salesmen were made disagreeable and expensive for a time.

There is some talk of changing tastes on the part of California smokers, with especial emphasis on San Francisco and the cities and towns of Northern California. It is claimed that San Francisco, long known as a distinctly clear Havana town, is now turning its attention more and more to cheaper grades of cigars; but it must be admitted that this talk comes mostly from the distributors of Manila, Porto Rico and seed and Havana lines. Importers and distributors of these classes of cigars are certainly having a revival in business; but handlers of clear Havana cigars are unwilling to admit that they are losing any ground. The latter are inclined to think that the revival in the demand for the less expensive cigars is more marked than in other lines for the simple reason that the drop in these lines sometime ago was also the most noticeable.

M. A. Gunst & Co. now find that their big arrivals from Manila are none too large for the demand. This company carries the "Alhambra" line of Manilas, and is getting them in at the rate of about a million a month. The last steamer brought in a round seven hundred thousand.

Gene Stolz, the San Francisco representative of the Cortez line of cigars has just returned from a trip to Southern California, where he reports having found a good volume of business.

The reorganization of the Bercovich Company, San Francisco wholesalers, has now been about completed. One of the important phases of the reorganization is the affiliation of Mr. Superstein, a well-known cigar man, formerly of Denver, Colo., with the company. Mr. Superstein has removed to San Francisco and will hereafter make his headquarters with the company's Front Street store.

A. Clisbee, formerly well known in the San Francisco and Pacific Coast tobacco trade, is now successfully engaged in the manufacture of peanut butter in Oakland, Cal. Mr. Clisbee was the introducer in this territory of the "Lucky Strike" line of tobacco for the R. A. Patterson Tobacco Company. Later, with D. K. B. Sellers, he opened an office and undertook to act as distributors for independent lines of plug and smoking tobaccos with the idea of fighting the American Tobacco Company in the Pacific Coast field.

Sol Arkush, representative of the Luis Martinez Cigar Company, was in San Francisco last week visiting the Bercovich Company, local distributors of the "Luis Martinez."

W. H. Bailey, a retail cigar dealer of Santa Rosa, Cal., has been in San Francisco this week visiting the local trade. He reports that conditions in the Sonoma Valley never looked more favorable for a good season than they do just now.

Glaser Brothers, wholesale cigar and tobacco dealers on Montgomery Street, who were recently burned out and who made a lightning like record in starting deliveries to customers within three hours after the fire was out, are again back in the old quarters with a bigger stock and a bigger business than ever.

Arthur Meyers, Coast representative for Bustillo Brothers & Diaz, is now in Los Angeles for a couple of weeks' work on the "Henry the Fourth." It seems a pretty safe guess that Mr. Meyers will take in the Vanderbilt Cup races at Santa Monica before returning to San Francisco.

Al Mendel, a cigar man of Marshfield, Ore., has been looking in on the local trade lately. He says that Marshfield and the entire Coos Bay section of Western Oregon are moving ahead right along, and that the outlook is of the best.

The cigar men for the Coast who left for the East early in the year are now drifting back to San Francisco. Herman Moss, of the S. R. Moss Cigar Company, has been back for a week, and is already picking up orders for the Moss cigars. Charles McCormick, Western representative of Y. Pendas & Alveras, has just returned, and is now conferring with H. L. Judell & Company as to plans for the boosting of the "Webster" during the spring. George R. Webb, cigar department manager for the wholesale drug house of the Coffin-Reddington Company, has also arrived with a lot of new plans for the M. & W. line of Tampa cigars.

The Edward Wolf Company has had a good response to its increased efforts on its Manila lines of cigars and cigarettes. The company will continue to act as factory representatives for clear Havana cigars, but finds that the growing demands for Manila goods necessitates giving additional attention to these. In recent months the "La Insular" Manila cigarettes have come into prominence, and these are now being imported in constantly increasing quantities. The "La Prueba" and "La Insular" Manila cigars are also growing in demand, and Mr. Wolf finds that the recent additions to the selling force on these goods has brought in good returns.

Ed Owens, a well known cigar man of Salt Lake City, spent last week in San Francisco visiting with the local jobbing houses.

Monroe Falkenstein, of S. Bachman & Company, who has been on a visit to the eastern factories represented by his house, is now on his way back to the Coast and is expected to reach San Francisco within a few days.

Skinner & Knecht, of Los Angeles, Cal., are now getting things in shape at the new store at 761 South Los Angeles Street, and expect to get moved within a few days.

I. Danziger, importer of the "La Yebana" line of Manila cigars, is now showing these in new tin boxes holding twenty-five cigars each.

ALLEN.

Cincinnati

Weather Holds Up Business—Big Demand for Griffin-Neuberger Leaf—Henry Straus Plans New Quarters—"Kenrico" Cigar Now On Market

CINCINNATI, O., February 24, 1914.

BUSINESS in general in Cincinnati has not been quite up to the standard in the past two weeks, due largely to the fact that the weather has been far from good.

J. J. Eisenman, the well known leaf tobacco man, will, in the future, look after the interests of the Griffin-Neuberger Company, growers of the shade and primed leaf tobacco in this locality. Mr. Eisenman is home from a successful trip in Chicago, and said there is an overwhelming demand for his company's product.

Charles M. Krohn, who conducts that busy cigar store in the Commercial Tribune Building, and who is also the local distributor for the famous "San Felice" brand, is featuring a handsome window display of the "John Ruskin" cigar. Mr. Krohn reports business as being only fair in general.

Fritz Brothers, cigar manufacturers, are enjoying good business. They are having a splendid trade with their "Rose Stahl" five-cent brand.

Morris Davis, of A. Davis & Sons, returned from a trip to Cuba, where he has purchased some very choice leaf.

The effects of the E. J. Hamberger Company's entire stock in the hands of the receiver, embracing tobaccos of various kinds, labels, boxes and machines, will be offered at auction by the Ezekiel & Bernheim Company, auctioneers for the receiver. It is not known what the stockholders will realize on their claim at this time.

J. H. Lucke Company have a number of attractive window displays of their "Lucke Rolls," two for five stogies, in the best sections of the city. Mr. Lucke reports increasing demands for his product of over a quarter of a century popularity. These goods have reached to nearly every corner of the United States. His son, Howard, is contemplating a trip to the Coast.

Si Schwartz, formerly the Cincinnati representative for the J. & B. Moos Company, who took over the First National Bank Building cigar stand a short time ago, reports that the inclemency of the weather has largely interfered with his business. Still he has no regrets, stating that the stand is on a good paying basis now, and he predicts a bright future for it.

The Dow stores are featuring "Pollack Stogies" in all of their stores.

Walter Eiseman left for a business trip to Detroit, Mich.

Mr. Hirshberg, junior member of L. Newberger & Brother, cigar manufacturers, is gamboling through Ohio, and is sending in some splendid orders. He reports big business for the "Picadura" and "Swissen" brands.

Henry Straus has bought a piece of land adjoining the new Gwynne Building, at Sixth and Main Streets. The plans call for a three story building, with a concrete foundation, that will enable the building of seven additional stories. They have outgrown their quarters at Sixth and Vine.

Mr. Johnson, of the Havana-American Company, makers of the well known "Anthony" and "Cleopatra" brands, breezed into Cincinnati and appeared to be quite satisfied with the outlook for business. Henry Straus is the exclusive dealer for his goods.

L. S. Kent, of South Bend, Ind., recently blew into Cincinnati and is negotiating with a jobber to handle his "Kenrico" five-cent cigar and "Schnitselbank" ten-cent brand. He contemplates an extensive advertising campaign.

The offering for seed leaf tobacco on the "Breaks" is rather light for this time of the year. There are many purchasers, but the scarcity of Ohio tobaccos is very apparent.

IMPRIMATUR.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 236 Chestnut Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

REGISTRATIONS.

BIG SIZE:—29,758. For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 11, 1914. Northwest Cigar Manufacturing Co., Detroit, Mich.

CABRO:—29,759. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 11, 1914. The Bradford Cigar Co., Tulsa, Okla.

EL MOZARO:—29,760. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 11, 1914. Moller, Kokeritz & Co., New York City.

SMELTZER'S SPECIAL:—29,761. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 11, 1914. C. H. Smeltzer, Springdale, Pa.

WITH A LIGHT:—29,762. For cigars, cigarettes cheroots, stogies, chewing and smoking tobacco. February 11, 1914. James Wallace, Brooklyn, N. Y.

PAP'S LOVERS:—29,763. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 11, 1914. Enelow Cigar Co., Pittsburgh, Pa.

PITTSBURGH BEST:—29,764. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 12, 1914. G. Goldsmith Co., Pittsburgh, Pa.

LITTLE GERMAN:—29,765. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 12, 1914. W. C. Frutiger & Co., Red Lion, Pa.

SERVE ME:—29,766. For cigars. February 12, 1914. Jacobs, Holtzinger & Co., Windsor, Pa.

U. S. TWINS:—29,767. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 12, 1914. J. S. Usner & Son, Rothsville, Pa.

COPPER BUTTE:—29,768. For cigars, cigarettes, chewing and smoking tobacco. February 13, 1914. Symons-Kraussman Co., New York City.

LITTLE JULIUS:—29,769. For cigars, cheroots, stogies. February 13, 1914. Union American Cigar Co., Pittsburgh, Pa.

HELDIC:—29,770. For cigars. February 13, 1914. Baum Brothers, Philadelphia, Pa.

OKLAHOMA STAR 46:—29,771. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 13, 1914. T. D. Turner Cigar Co., Oklahoma City, Okla. (Previously registered March 16, 1911, by A. Lewis, Oklahoma City, Okla.)

LITTLE DUDLEY:—29,772. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 13, 1914. T. D. Turner Cigar Co., Oklahoma City, Okla. (Previously registered April 12, 1913, by Star Cigar Co., Oklahoma City, Okla.)

FATHER'S LOVERS & FAVORS:—29,773. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 14, 1914. Enelow Cigar Co., Pittsburgh, Pa.

QUAKER GRAY:—29,774. For cigars, chewing and smoking tobacco. February 14, 1914. Sherts Cigar Co., Lancaster, Pa.

LITTLE MASTER GUARD:—29,775. For cigars, cheroots. February 16, 1914. Union American Cigar Co., Pittsburgh, Pa.

MASTER GUARD:—29,776. For cigars, cheroots, stogies. February 16, 1914. Union American Cigar Co., Pittsburgh, Pa.

LINDANA:—29,777. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 16, 1914. Sam'l Sagui & Co.

EMPIRE STATE CIGAR CO.'S G. A.:—29,778. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 16, 1914. Empire State Cigar Co.

BOEREJONGENS:—29,779. For cigars, cheroots, stogies. February 16, 1914. Rob't Manley, Greenville, O.

HEALTH CLUB:—29,780. For cigars. February 16, 1914. Wm. Frier, Mt. Vernon, Ind.

THE VIENT DE PARAITRE:—29,781. For cigars. February 16, 1914. J. E. Lawrence, McSherrystown, Pa.

THE LUPUS IN FABULA:—29,782. For cigars. February 16, 1914. J. E. Lawrence, McSherrystown, Pa.

THE GALANT UOMO:—29,783. For cigars. February 16, 1914. J. E. Lawrence, McSherrystown, Pa.

LA JUD DE CUBA:—29,784. For cigars, cigarettes, chewing and smoking tobacco. February 16, 1914. H. O. Shapiro, Chicago, Ill.

RENEWED HAVANA:—29,785. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 17, 1914. O. K. Hartman, Reading, Pa.

HAVANA SYSTEM:—29,786. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 17, 1914. O. K. Hartmann, Reading, Pa.

WHITE DOME:—29,787. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 17, 1914. O. K. Hartmann, Reading, Pa.

ESCANDO:—29,788. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 17, 1914. Import Litho. Co., New York City.

CHATEAU:—29,789. For cigars, cigarettes, cheroots, stogies. February 17, 1914. Import Litho. Co., New York City.

ORIGINAL WHITE ASH CIGAR:—29,790. For cigars. February 17, 1914. H. E. Snyder, Perkasie, Pa.

BRONCHO BOY:—29,791. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 17, 1914. H. E. Sprenkle, Bair, York County, Pa.

BIZANI:—29,792. For cigarettes. February 17, 1914. Greek Cigarette Co., Lynn, Mass.

HAVANA LAUREL:—29,793. For cigars. February 17, 1914. W. F. Clime Brother, Terre Hill, Pa.

EAGLEMONT:—29,794. For cigars, cigarettes, chewing and smoking tobacco. February 17, 1914. F. M. Howell & Co., Elmira, N. Y.

GOLD BUTTE:—29,795. For cigars, cigarettes, chewing and smoking tobacco. February 17, 1914. Symons-Kraussman Co., New York City.

SILVER BUTTE:—29,796. For cigars, cigarettes, chewing and smoking tobacco. February 17, 1914. Symons-Kraussman Co., New York City.

TANGORETTA:—29,797. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 18, 1914. Cole Litho. Co., Chicago, Ill.

ROSE OF LORRAINE:—29,798. For cigars, cigarettes, chewing and smoking tobacco. February 18, 1914. The Moehle Litho. Co., Brooklyn, N. Y.

KING'S RIGHTS:—29,799. For cigars, cigarettes, chewing and smoking tobacco. February 18, 1914. The Moehle Litho. Co., Brooklyn, N. Y.

JOSEPH CAREY:—29,800. For cigars, cigarettes, chewing and smoking tobacco. February 18, 1914. The Moehle Litho. Co., Brooklyn, N. Y.

RED POINT:—29,801. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 18, 1914. J. L. Greenberg, Chicago, Ill.

SARGENT SOLAR:—29,802. For cigars. February 18, 1914. Geo. M. Sargent, Elkhart, Ind.

SARGENT CUPID:—29,803. For cigars. February 18, 1914. Geo. M. Sargent, Elkhart, Ind.

SARGENT CUBAN:—29,804. For cigars. February 18, 1914. Geo. M. Sargent, Elkhart, Ind.

SEND'S DETROIT FIVE:—29,805. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 18, 1914. Michigan Cigar Box Co., Detroit, Mich.

NUEVA TEIMPO:—29,806. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 19, 1914. Jos. Seereiter, Battle Creek, Mich.

QUALITY TEST:—29,807. For cigars, cigarettes, chewing and smoking tobacco. February 19, 1914. The Moehle Litho. Co., Brooklyn, N. Y.

SARATOGA PERFECTO:—29,808. For cigars. February 19, 1914. Chas. H. Lemme, Buffalo, N. Y.

THE MOOSE OF VERMONT:—29,809. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 20, 1914. Leo. Turcotte, Rutland, Vt.

LEONARD'S PSYCHOLOGY:—29,810. For cigars, cigarettes, cheroots. February 20, 1914. Leonard Ver Bermoes.

ADORATION:—29,811. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 20, 1914. Kaufman, Pasbach & Voice, New York City.

THE PHILADELPHIA EL WITTO HAND MADE:—29,812. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 20, 1914. John H. Witter, Newmanstown, Pa.

THE PHILADELPHIA EL WITTO DE LUXE:—29,813. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 20, 1914. John H. Witter, Newmanstown, Pa.

KEEN EYE:—29,814. For cigars. February 20, 1914. Sam'l Kauffman, Dallastown, Pa.
KEEN LOOK:—29,815. For cigars. February 20, 1914. Sam'l Kauffman, Dallastown, Pa.
KEEN JUDGE:—29,816. For cigars. February 20, 1914. Sam'l Kauffman, New York City.
LITTLE SAN:—29,817. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 20, 1914. F. C. Emery, Battle Creek, Mich.
HUESCA:—29,818. For cigars, cigarettes, chewing and smoking tobacco. February 21, 1914. The Moehle Litho. Co., Brooklyn, N. Y.
CACERES:—29,819. For cigars, cigarettes, chewing and smoking tobacco. February 21, 1914. The Moehle Litho. Co., Brooklyn, N. Y.
ALBACETE:—29,820. For cigars, cigarettes, chewing and smoking tobacco. February 21, 1914. The Moehle Litho. Co., Brooklyn, N. Y.
CASTELLON DE LA RANA:—29,821. For cigars, cigarettes, chewing and smoking tobacco. February 21, 1914. The Moehle Litho. Co., Brooklyn, N. Y.
SPANISH CODE:—29,822. For cigars, cigarettes, chewing and smoking tobacco. February 21, 1914. The Moehle Litho. Co., Brooklyn, N. Y.
HAVANA CODE:—29,823. For cigars, cigarettes, chewing and smoking tobacco. February 21, 1914. The Moehle Litho. Co., Brooklyn, N. Y.
CUBAN CODE:—29,824. For cigars, cigarettes, chewing and smoking tobacco. February 21, 1914. The Moehle Litho. Co., Brooklyn, N. Y.
SPANISH STANDARD:—29,825. For cigars, cigarettes, chewing and smoking tobacco. February 21, 1914. The Moehle Litho. Co., Brooklyn, N. Y.
CHIC-MILW-ST.-P.:—29,826. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 24, 1914. Sig. C. Mayer & Co., Philadelphia, Pa.
REAL AMERICAN:—29,827. For cigars. February 24, 1914. Louis Naes, St. Louis, Mo. Previously claimed September 15, 1913, by Central Cigar Box Co., St. Louis, Mo.
WIDOW'S WEEDS:—29,828. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 24, 1914. Michigan Cigar Box Co., Detroit, Mich. (Previously registered February 12, 1910.)
SMOKER'S HEART:—29,829. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 24, 1914. Michigan Cigar Box Co., Detroit, Mich. (Previously registered March 15, 1910.)
THE PIGEON:—29,830. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 24, 1914. J. F. Cherry & Co., Newark, O.
H. L. S. SPECIAL:—29,831. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 24, 1914. The Wing Cigar Co., Columbus, O.
BIG J STOGIES:—29,832. For cigars, cigarettes, stogies. February 24, 1914. J. A. Shuhart, Hoffman & Co., York, Pa.
TAMPA DANDY:—29,833. For cigars, little cigars, cheroots, smoking tobacco. February 24, 1914. B. F. Russell, Valdosta, Ga.
K-D HAND MADE:—29,834. For cigars. February 24, 1914. K-D Cigar Co., Hoisington, Kan.
MILD-BEAUTY:—29,835. For cigars. February 24, 1914. M. Grossman, Peoria, Ill.
KRAVEMOR:—29,836. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 24, 1914. Wiedman-St. Louis Cigar Box Co., Kansas City, Mo.
THE PHILADELPHIA HAND MADE DE LUXE:—29,837. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 24, 1914. John H. Witter, Newmanstown, Pa.

TRANSFERS.

OKLAHOMA STAR 46:—21,942. Entered for transfer February 9, 1914, by A. Lewis. Transferred to T. D. Turner & Co., Oklahoma City, Okla.
LITTLE DUDLEY:—25,830. Entered for transfer February 9, 1914, by A. Lewis. Transferred to T. D. Turner & Co., Oklahoma City, Okla.
REAL AMERICAN:—28,170. For cigars. Central Cigar Box Co., September 15, 1914. Transferred to Louis Naes, of St. Louis, Mo.

Van Slyke & Horton Elect Officers

The stockholders of G. W. Van Slyke & Horton, cigar manufacturers, of Utica, N. Y., held their annual election of officers Saturday, February 21, and these directors were chosen: George W. Van Slyke, William H. Van Slyke, Mrs. Mary E. Van Slyke, Thomas A. Horton and James B. Horton. The directors afterward elected the following officers: President, George W. Van Slyke; vice-president, William H. Van Slyke; treasurer, Thomas A. Horton; secretary, James B. Horton.

Leaf Tobacco Notes

PENNSYLVANIA.

LANCASTER, PA.

Snow has kept the buyers at home for the past week, but activity is slowly being resumed and brisk sales are anticipated. Deliveries at the warehouses are running heavier than generally supposed, which indicates that the buying movement has been stronger than was at first thought.

Low grades in the hands of the growers have been going at good prices and the hail cut goods that has been marketed has brought satisfactory sums to the farmers.

There has been a demand for the fine goods and some excellent leaf has changed hands at more than average prices. During the past two weeks filler goods has been in prominence and prices have ranged from 9 to 11 cents on wrappers in seed leaf, while Havana has been selling from 13 to 15 cents.

The opening of the packing houses is good news to the unemployed in the city, as there is little outdoor work to be done and openings for new help have been very few.

CONNECTICUT.

WINDSOR LOCKS, CONN.

The end of the season is at hand and some of the warehouses will close about the first of March, while others will continue into the middle of the month and perhaps longer. There has been a scarcity of light wrappers in the crop, but the demand for them is unabated. All the manufacturers are hunting for desirable goods and when they are located they are generally purchased at a fair price.

Broadleaf has proven to be a better dry weather tobacco than Havana seed and the packing of this type is keeping up to the average of other years.

SUFFIELD, CONN.

Preparations are now being made to close most of the warehouses here, as the tobacco is about all delivered. The dry spell hurt the crop considerable this year; it did not come up to the average weight per acre and varied somewhat in quality. As a result none of the warehouses have put up as much tobacco as usual.

KENTUCKY.

OWENSBURG, KY.

Despite the fact that this has not been a good stripping season since the deliveries began a month ago, estimates show that between 10,000,000 and 12,000,000 pounds have already been delivered since the first of the year. In the Green River district it is figured that at least 15,000,000 are still undelivered. A heavy rush is expected within a week. There has been a falling off in the delivery of pooled tobacco.

LEXINGTON, KY.

Offerings here have been of a poor quality. The roads have been so bad that hauling has been practically at a stand still. It is estimated that at least ninety per cent. of the crop has been sold and this, coupled with the fact that the weather has been so dry that handling has been impossible, has kept the receipts down to a low mark.

The market is very firm for new dark tobacco and shows a tendency upwards. In the burley market prices have remained firm and active and there has been a slight improvement in prices.

TENNESSEE.

CLARKSVILLE, TENN.

Wet weather early in the month prevented heavy deliveries, but the time was not lost, as most of the growers used those days in stripping and bulking what was left in the barns. Tobacco has been coming in large quantities and it would seem as if every one had raised some tobacco. It is estimated that about thirty per cent. of the crop has been sold.

Very few of the crops have been uniform and practically all the crops have been sold at varying prices, as the buyers seem intent on getting hold of the lengthy types. A large part of that sold lately has been done from the wagons.

WISCONSIN.

EDGERTON, WIS.

Work in the warehouses continues unabated and the full quota of employes is found everywhere. Wagon load after wagon load of leaf has been arriving at the packing houses and many of them have been crowded to capacity.

The unsold remnants of the crops are being taken up very quickly and it will not be long before the balance of the crop is in the packing houses. Some of the crops that have been brought in have been of good quality and they have commanded prices of 12 and 13 cents.

The frost caught some of the crops, but care in stripping removed most of that quality and it is probable that a larger percentage of the leaf will pass through for binder purposes than usual.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

MONROE ADLER,
CIGAR BROKER,
186 N. La Salle St., Chicago, Ill. 6-17-he

LANCASTER STOGIE COMPANY,
MANUFACTURERS OF HIGH GRADE STOGIES,
120 Water St., Lancaster, Pa.

AN ESTABLISHED MANUFACTURER desires a few more accounts on his private brands. Address Box 21, "The Tobacco World."

CARL RUGE & COMPANY
Leaf Tobacco Brokers, Dayton, Ohio
In daily touch with all the country as well as local packers. Samples and quotations cheerfully furnished. 12-1-ch

Wanted.

CASH PAID FOR CUTTINGS, SCRAPS & siftings.
Write to H. Adler & M. Meyerson, 316 E. 47th, New York

IMPORTANT NOTICE TO CIGARETTE MANUFACTURERS—We manufacture cigarettes for the trade; we also supply tobacco boxes and labels 25 per cent. cheaper than elsewhere. Brands registered. Write for particulars. Live distributors wanted. The Soter Company, 235 Canal Street, New York City.

WANTED—Experienced cigar manufacturer to locate factory in the livest city of 60,000 in the Middle West. No four-flushers need apply. We have ten jobbing houses, doing millions of dollars annually, who will help boost the proposition in six states their men cover. City growing at rate of 5000 a year and has all advantages of a metropolis. Up-to-date plant, with some real United States money, would have no competition. Box factory here. Factory rentals reasonable. Great opportunity for company of young men with experience. Address Secretary, care "The Tobacco World," for full particulars. t.f.

WANTED—Cuttings, scraps, siftings and dust. Cash buyers. Write us. Interstate Tobacco Co., 713 First Ave., New York.

For Sale.

FOR SALE—Buckeye in Florida, with four active brands; output ten to fifteen thousand per month. Reason for selling, other business. Address Box 296, Perry, Fla.

HAVANA SHORTS—Pure Vuelta; fine aroma. Lopez, 353 E. 78th St., New York. 9-1-tf

FOR SALE—Remedios Havana shorts, pure and clean. Guaranteed A-1, or money refunded. Fifty cents per pound. Edwin Alexander & Co., 178 Water Street, New York.

FOR SALE—Two brand new Universal tobacco stripping machines, latest model, at half the factory selling price. Address P. O. Box No. 236, Reading, Pa.

Larus Brothers Salesman Marries

Edmund J. Potter, twenty-three, of Wellsville, N. Y., salesman for the Larus Brothers Tobacco Company, of Richmond, Va., was married Thursday, February 19, in Buffalo, N. Y., to Miss Anna Duffy, daughter of Mr. and Mrs. John Duffy, of Lockport, N. Y. Mr. Potter had known the bride for eighteen months. For the next few weeks Mr. and Mrs. Potter will make their home at No. 217 Delaware Avenue, Buffalo, as the groom will be engaged during that time in calling on the trade.

"Secret," a New Cigar for Springfield

The Ogg-Snell Cigar Manufacturing Company, of Springfield, Ill., has recently placed a new cigar called "Secret" on the market.

The manufacturers of the new cigar are also the originators of the "La Zilia," the "400" and several other popular brands of cigars, and its reception by the lovers of "good smokes" has been enthusiastic, to say the least.

Tobacco Growers Organize

The Wisconsin Tobacco Growers' Association, Department of the Society of Equity, was organized recently at Madison, Wis., and elected the following officers: President, H. E. Holmes, of Milton; vice-president, Mr. Utter, of Stoughton; secretary-treasurer, Wesley Felland, Rhinelander; corresponding secretary, Charles A. Lyman, of Burke.

May Secure New Cigar Factory for Jackson

The Chamber of Commerce of Jackson, Mich., has opened negotiations with B. E. Poor, a cigar manufacturer of Jonesville, to induce him to remove his plant to Jackson. Mr. Poor is the manufacturer of the "B. E. P." cigar, which has a large sale throughout southern Michigan. The chief obstacle in the way is the fact that Mr. Poor has been unable to find a purchaser for his property in Jonesville. The factory of the "B. E. P." cigar employs about thirty hands at the present time.

SOLE MANUFACTURERS
DITTGEN'S PATENT
Self-Opening "MULTIPLE" Cigar Pouch
With or without Sealing Flap
The Best Individual Cigar Pouch on the market
Made to fit any size Cigar or Stogie
SEND FOR SAMPLES AND PRICES

Established 1870 Factory No. 79
S. R. KOCHER
Manufacturer of Fine Havana and Domestic Cigars and packer of Leaf Tobacco
Leading brands—"Volitta," "Quaker," Nabobs," "1-4-5," "Havana Cream," "Imperial Beauty," "Little Yara"
Correspondence with wholesale and jobbing trade invited
Factory and Offices: WRIGHTSVILLE, PA.

Patents of Interest to Tobacconists

1,069,247, match holder, A. Goldschmidt, New York, N. Y.

1,069,621, cigar lighting appliance, F. H. Lewis, Hillsboro, Ill.

1,069,207, pocket cigar lighter, C. Wachtel, Jamaica, N. Y.

1,069,666, holder and deliverer for toothpicks and matches, C. M. Bartholomew, Columbus, O.

1,069,844, machine for packing cigarettes and other similar articles, E. L. Bracy, Scotland Neck, N. C.

1,069,921, cigarette former, F. C. Cooper, Toronto, Ontario, Canada.

1,070,020, splint drying means for match machines, J. C. Donnelly, Barberton, O.

1,070,023, material for match striking surfaces, W. A. Fairburn, Short Mills, N. J.

1,070,024, treating match splints, W. A. Fairburn, Short Mills, N. J.

1,070,025, treating match splints, W. A. Fairburn, Short Mills, N. J.

1,070,026, treating match splints, W. A. Fairburn, Short Mills, N. J.

1,070,412, smoke filter for cigarettes, L. Coen, Victoria, London, England.

1,070,895, tobacco pipe, C. O. Huckabay, Willow, Okla.

1,070,689, discharge regulator for tobacco bags, O. F. Irrgang, Indianapolis, Ind.

1,070,818, cigar machine, J. D. Lacroix, New Orleans, La.

1,070,537, combination advertising and smoking device, H. R. Rohrer, Orwigsburg, Pa.

1,070,845, cigar tip, R. G. H. Rolfs, West Bend, Wis.

1,070,988, tobacco cutting box, W. E. Royster, Jr., Henderson, Ky.

1,071,326, cigar and tobacco moistener, G. H. Maas, Milwaukee, Wis.

1,071,356, tobacco pipe, C. Seidenberg, Beecher, Ill.

1,071,629, case for cigarettes, etc., L. P. Shannon, Washington, D. C.

1,071,654, tobacco spearing machine, F. T. Terry, Milwaukee, Wis.

1,071,197, pipe, I. E. Work, St. Louis, Mo.

1,072,036, tobacco pipe, G. C. Rickly, Ottawa, Ill.

1,072,914, cartridge or like charge of tobacco, W. R. Comings, Wimbledon, England.

1,073,315, mouthpiece for smokers' articles, J. Austin, Genova, O.

1,073,422, cigarette, J. Kattar, New York, N. Y.

1,073,206, cigar holder, J. J. Zarker, Wiconisco, Pa.

1,073,853, tobacco stemming machine, H. C. Hebig, New York, N. Y.

1,073,615, cigar tip cutter, R. E. Miller, Pecos, Tex.

1,073,037, tobacco delivery apparatus for cigarette machines, E. Schurmann, Koetzschenbroda, near Dresden, Germany.

1,074,489, tobacco pipe, T. Broz, Prague, Austria-Hungary.

1,074,555, combined cigar lighter and pencil point protector, F. McIntyre, New York, N. Y.

1,074,573, cigarette case, J. Pattison, Glasgow, Scotland.

Designs.

44,441, smoking table, C. A. Frazer, Westport, Conn.

44,451, match safe, L. T. Savage, New York, N. Y.

44,463, can, G. Ackerman, Cincinnati, O.

44,673, box of cigars, N. Weiss, New York, N. Y.

Labels.

17,175, "Mink" (for cigars), M. Mink, Philadelphia, Pa.

17,238, "The Saturday Evening Smoke" (for cigars), L. J. Stadeker, Chicago, Ill.

17,239, "La Flor De Intal" (for cigars), E. A. Weber & Co., Manila, P. I.

17,240, "La Flor De Minanga" (for cigars), E. A. Weber & Co., Manila, P. I.

17,194, "El Nacico" (for cigars), National Cigar Company, Milwaukee, Wis.

17,177, "First American" (for cigars), L. Naes, St. Louis, Mo.

17,181, "From Factory to Consumer" (for cigars), M. Silverstein, St. Louis, Mo.

17,153, "El Ritano" (for cigars), A. C. Henschel & Co., Chicago, Ill.

17,154, "Right Dope" (for cigars), A. C. Henschel & Co., Chicago, Ill.

17,158, "El Implicito" (for cigars), Moehle Lithographic Company, New York, N. Y.

17,159, "Don Abilo" (for cigars), Moehle Lithographic Company, New York, N. Y.

17,160, "Lucky Tips" (for cigars), Moehle Lithographic Company, New York, N. Y.

17,161, "Spanish Casino" (for cigars), Moehle Lithographic Company, New York, N. Y.

17,162, "Double Crown" (for cigars), Moehle Lithographic Company, New York, N. Y.

17,163, "Lady Love" (for cigars), Moehle Lithographic Company, New York, N. Y.

17,164, "Flor de Moelico" (for cigars), Moehle Lithographic Company, New York, N. Y.

17,248, "Casa Leo" (for cigars), A. C. Henschel & Co., Chicago, Ill.

17,249, "Robert Gray" (for cigars), A. C. Henschel & Co., Chicago, Ill.

17,254, "Little Tourist" (for cigars), Wiedemann, St. Louis Cigar Box Company, St. Louis, Mo.

Prints.

3,365, "A Runaway Race" (for chewing tobacco), R. J. Reynolds Tobacco Company, Winston-Salem, N. C.

3,364, "Taste the Flavor" (for chewing tobacco), R. J. Reynolds Tobacco Company, Winston-Salem, N. C.

3,375, "After Another Cut of Brown's Mule" (for chewing tobacco), R. J. Reynolds Tobacco Company, Winston-Salem, N. C.

3,376, "Here's the Real Joy Makin's" (for smoking tobacco), R. J. Reynolds Tobacco Company, Winston-Salem, N. C.

3,374, "Guarantee" (for cigars), M. Mink, Philadelphia, Pa.

Copies of the above patents may be secured for fifteen cents each by addressing John A. Saul, Solicitor of Patents, Fendall Building, Washington, D. C.

THE TOBACCO WORLD is in receipt of a very complete report covering the importation, sales and prices of Sumatra tobacco for the year 1913. This valuable book is the work of Henri Dentz, of Amsterdam.

MANUEL MUNIZ HILARIO MUNIZ

VENANCIO DIAZ, Special Partner

MUNIZ HERMANOS
S en C

Growers and Dealers of

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CABLE: "Angel" Havana P. O. Box 98

New, Attractive and Practical

Illustration Shows the Exact Size of Our New 40c Tin Humidor

These Humidors are Packed Loose, One and Two Dozen to a Case

The New Tuxedo 40c Tin Humidor

That TUXEDO TOBACCO is right is unquestionable, as is shown by the increase in business this year, larger than any other similar brand of Smoking Tobacco.

Our new attractive 40c tin Humidor, as illustrated above, is the handsomest we have ever produced. It is a lithographed tin in the standard TUXEDO green, white and gold colors of unique design. It fulfills all of the purposes of keeping TUXEDO in perfect condition. When emptied it is a neat container for cigars.

It will be to your interest to be the first to show this fine package to your trade.

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Get aboard the Band Wagon

Piedmont is the big noise in 5-cent cigarettes.

Months ago it won the record as the biggest-selling 5-cent cigarette in this country.

Now we're out to DOUBLE present sales of Piedmont cigarettes, so we are putting a coupon in each package of Piedmonts.

It's a winner!

Liggett & Myers Tobacco Co.

Piedmont Cigarettes 10 for 5¢

TAM TAM

CIGARETTE BOOKS

The finest product of Braunstein Freres, the famous French manufacturers. This Cigarette Paper has long been the most popular in all Europe, and is now introduced in this country at a popular price.

WE NOW OFFER YOU

RIZ TAM TAM (White)
225 leaves
5c

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200 leaves
5c

A FULL-VALUE COUPON—WORTH ABOUT ONE CENT (1c.) IN SECURING PRESENTS DESCRIBED IN OUR ILLUSTRATED CATALOGUE—IS GIVEN WITH EACH BOOK.

If you are unable to secure TAM TAM Cigarette Paper from your usual jobber, write us his name and we will see that you are supplied, either through him or on drop shipment.

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HABANA, CUBA

General Agent for United States and Canada

ROBERT E. LANE

115 BROADWAY, NEW YORK

D. F. FLECK

MANUFACTURER OF

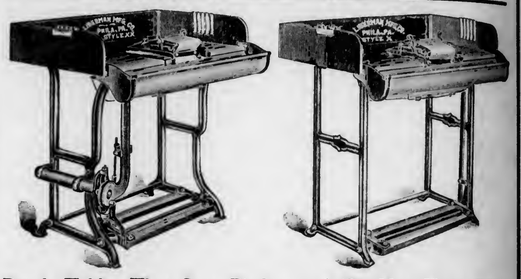
Trade Mark Registered

5c. CIGARS

PHILADELPHIA COURTELLO STANDARD

5c. CIGARS

Factory at Reading, Pa. Address All Correspondence to Factory



Bunch Tables That Save Binders and Do Not Twist Fillers

LIBERMAN MFG. CO., 248 N. 8th St., Philadelphia, Pa.

Smoke Tart '14

Worker or Shirker?

Choose your smoke. *For the shirker*—the rich, druggy, all-Havana cigar that dulls the senses, worries the nerves and slows up the brain power. *For the Worker*—a light, enjoyable cigar that is all pleasure and no harm, a blend of light Havana and domestic tobacco—the

Robt. Burns

MILD 10c CIGAR

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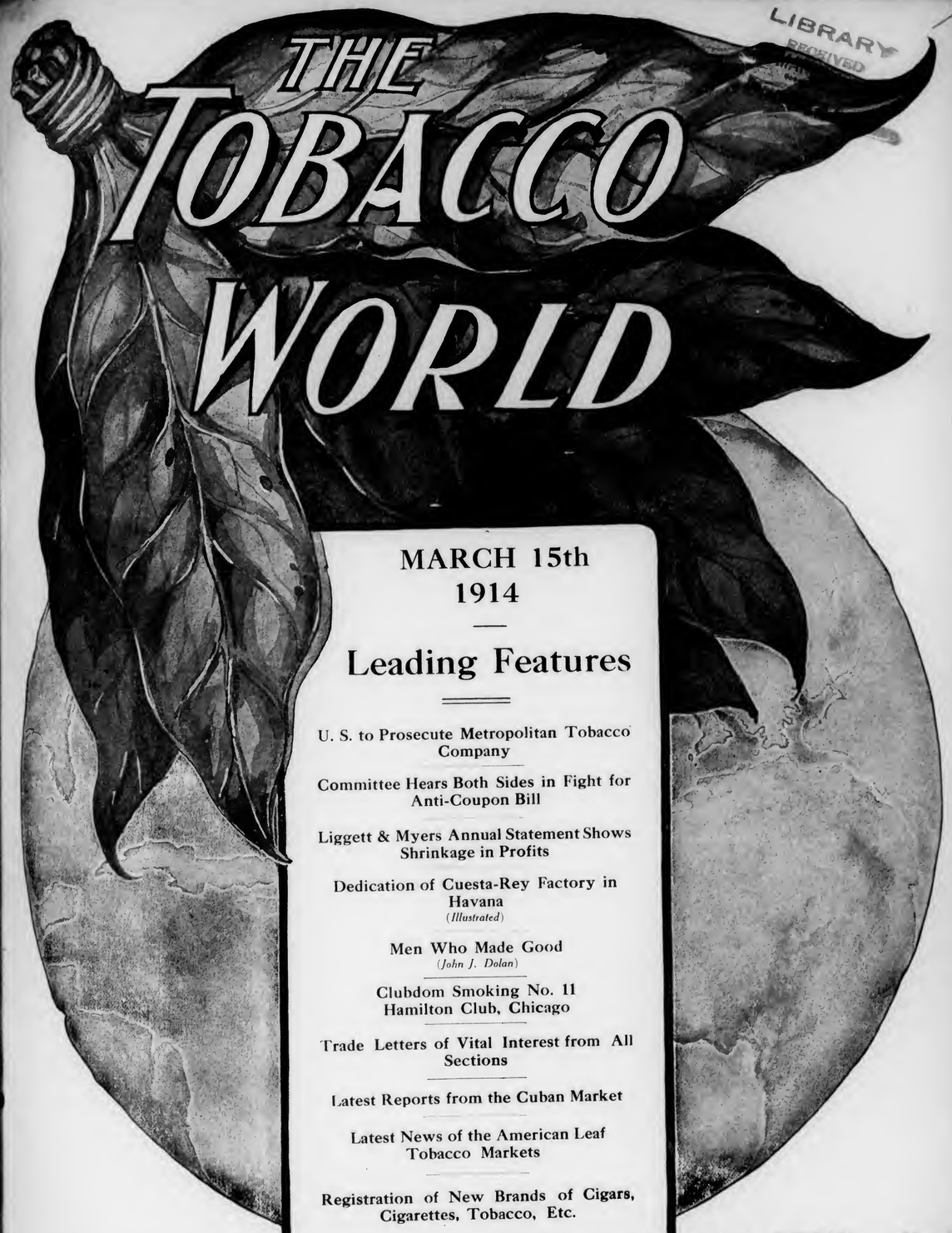
THE TOBACCO WORLD



MARCH 15th 1914

Leading Features

U. S. to Prosecute Metropolitan Tobacco Company

Committee Hears Both Sides in Fight for Anti-Coupon Bill

Liggett & Myers Annual Statement Shows Shrinkage in Profits

Dedication of Cuesta-Rey Factory in Havana (*Illustrated*)

Men Who Made Good (*John J. Dolan*)

Clubdom Smoking No. 11 Hamilton Club, Chicago

Trade Letters of Vital Interest from All Sections

Latest Reports from the Cuban Market

Latest News of the American Leaf Tobacco Markets

Registration of New Brands of Cigars, Cigarettes, Tobacco, Etc.

Vol. XXXIV No. 6

ESTABLISHED 1881

PUBLICATION OFFICES: 236 Chestnut Street, Philadelphia

F. C. LOZANO J. M. LOZANO

TRADE MARK

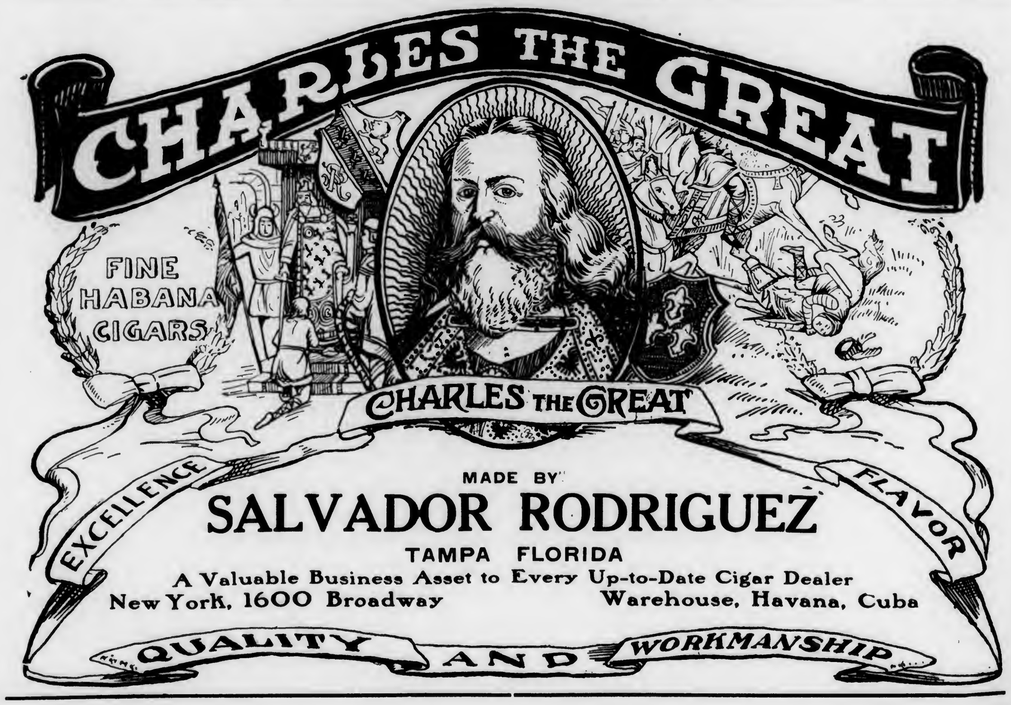
F. LOZANO, SON & CO.

HAVANA CIGAR MANUFACTURERS

Makers of the Famous "F. Lozano" Brand

FACTORY: TAMPA, FLORIDA

OFFICE: 437 FIFTH AVENUE, NEW YORK



BEHRENS & CO.

HAVANA, CUBA

Manufacturers of the "SOL" Brand

SOL HABANA

Finest Vuelta Abajo Tobacco Exclusively

No Better Goods Made
Quality Always Reliable

One of the Oldest Havana Brands

ESTABLISHED 1834 RE-ESTABLISHED 1890

See Winston Churchill's Book, "The Crisis"

Best 10c Cigar in 1869—Since and Now

"La Flor de Portuondo"

Londres Grandes

¶ First introduced to the trade in 1869 by the late Juan F. Portuondo, one of the pioneers of cigar manufacturing in the Quaker City.

¶ The superior quality and workmanship of these goods, which made their maker famous from coast to coast, has been maintained ever since and is typified in the above brand, a Havana filled, Sumatra wrapped cigar of most excellent flavor.

Juan F. Portuondo

Cigar Mfg. Co., Philadelphia

For Gentlemen of Good Taste

SAN FELICE 5 CIGS. FOR GENTLEMEN OF GOOD TASTE

San Felice
CIGARS

The Deisel-Wemmer Company
LIMA, O.

The Original and Genuine

Central Union

Smoking Tobacco in a New Cut

Packed in a Pocket-proof Package

1½ ounces—5 cents

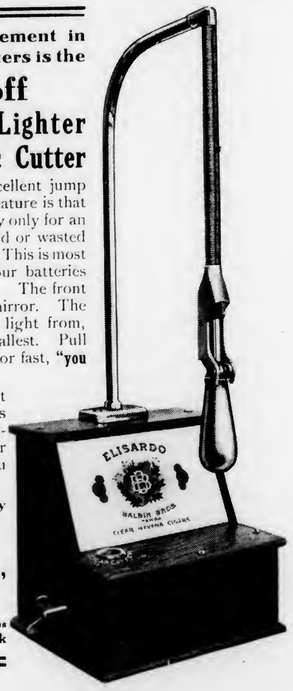
United States Tobacco Co.
RICHMOND, VA.

The Latest Improvement in Electric Cigar Lighters is the

Brunhoff
Jump Spark Lighter with Automatic Cutter

Operates with an excellent jump spark coil. The main feature is that the lighter uses electricity only for an instant. No current used or wasted on return into position. This is most important. It saves your batteries—gives them longer life. The front is for your ad or for a mirror. The handle is convenient to light from, for the shortest or the tallest. Pull the handle to you, slow or fast, **"you get a light every time."**

If you want the best lighter ever made, send us $12.00 and state if wanted with glass or mirror front. Send label if you want us to insert it.



Made and Guaranteed by

The Brunhoff Mfg. Co.,
Cincinnati, Ohio

Eastern Branch and Show Rooms
113 Maiden Lane, New York

F. C. LOZANO J. M. LOZANO

TRADE MARK

F. LOZANO, SON & CO.

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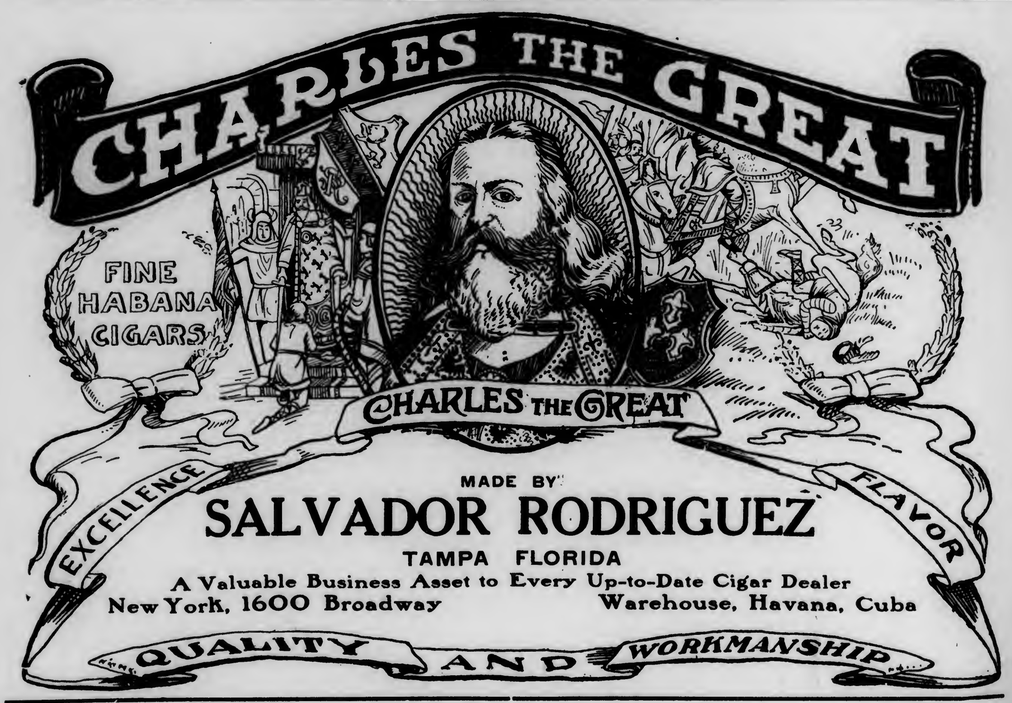

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The Original and Genuine

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Jump Spark Lighter with Automatic Cutter

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If you want the best lighter ever made, send us $12.00 and state if wanted with glass or mirror front. Send label if you want us to insert it.

Made and Guaranteed by

The Brunhoff Mfg. Co.,

Cincinnati, Ohio

Eastern Branch and Show Rooms
113 Maiden Lane, New York

INTENTIONAL SECOND EXPOSURE

EISENLOHR'S
CIGARS
PHILADELPHIA

Quality Paramount

CELEBRATED

H. UPMANN CIGARS

H. UPMANN
HABANA

Strictly Independent Manufacturers

CHAS. LANDAU

Sole Agent for United States and Canada

82 Wall Street - New York

Board of Trade Bldg., Montreal, Canada

Kings Club Cigars

Are ready for the test. Ready to prove their quality and trade-winning points. Every sale productive of a steady customer.

Kings Club
Clear Havana - Made in Tampa

¶ Tampa Hand Made
Finest Havana Tobacco

PEDRO CASTRO & CO.
TAMPA, FLA.

LOUIS G. SMITH & Co., 52 Beaver St. New York, Distributors

Best Quality Best Known

EDEN

The Cigar Without a Peer

Calixto Lopez y Cia
Habana

New York Office— 257 Fourth Ave.

HONESTLY ADVERTISED NOT MISLEADING

LA SARAMITA

Broadleaf
Wrapped
Havana
Cigars

Real Havana
Tobacco
Skillfully Blended

Pre-eminent
by Comparison

THE SHIELDS-WERTHEIM COMPANY, Cleveland

EL AGUILA DE ORO
BOCK & Co

HENRY CLAY
AND
BOCK & CO. LTD.
HABANA, CUBA.
These BRANDS have long been recognised The WORLD Over as the Standard Values in fine
HAVANA
CIGARS

LA ESPAÑOLA FUEYO Y Cª HABANA
LA FLOR DE NAVES DE OBESO Y CUETO HABANA
LA FLOR DE MURIAS DE A. MURIAS Y Cª HABANA
LA COMERCIAL DE RENGOCHEA Y FERNANDEZ HABANA
A DE VILLAR Y VILLAR
LA FLOR DE HENRY CLAY JULIAN ALVEZ HABANA
ESTELLA DE F.J.C. HABANA
H DE CABANAS Y CARBAJAL
LA INTIMIDAD DE ANTONINO CARUNCHO
LA AFRICANA HABANA
LA MERIDIANA DE P.M.Y Cª HABANA PEDRO MURIAS
FLOR DE J.S. MURIAS HABANA
Flor de J. S. Murias y Ca.
LA FLOR DE CUBA EL M. VALLE Y Cª HABANA
MANUEL GARCIA ALONSO HABANA
SUPERIOR DE SANTIAGO Y HABANA DE PEDRO ROGER
LA FLOR DE YNCLAN DE F. YNCLAN HABANA
LA CAROLINA DE BANCES Y SUAREZ HABANA
LA CORONA

TO THE DISCRIMINATING BUYER:

If Not!—Why Not?

RUY LOPEZ TRADE MARK KEY WEST CIGARS

That's All!

RUY LOPEZ CA.

MAKERS OF

Only Clear Havana Cigars

New York Office: 86-88 Fulton Street

STAG TOBACCO

In addition to the handy, half-size 5¢ tin, is now packed

in Full-Size 10¢ tins

Also put up in ½ pound and pound humidors

EVER-LASTING-LY GOOD

OUR LATEST EFFORT

The best value ever attempted in a long filler Sumatra wrapper cigar

Statesmen MILD 5¢ CIGARS

THEY WILL SELL

JEITLES & BLUMENTHAL, Ltd.
PHILADELPHIA, PENNA.

COPENHAGEN

Chewing Snuff

We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

WEYMAN-BRUTON COMPANY

50 Union Square North **New York, N. Y.**

OSMAN—A NEW Turkish Blend Cigarette

The ever growing demand for a properly blended, high grade Turkish cigarette has caused R. J. Reynolds Tobacco Company to enter the Turkish Cigarette field and to adopt the brand OSMAN for its Turkish Blend Cigarette.

These Osman cigarettes are offered in a rich, distinctive looking package, thoroughly tin foil wrapped so that the goodness of the cigarette is kept intact for the smoker. The package is compact and convenient and is richly lithographed in sepia and gold. Men who have smoked OSMANS are predicting success for this brand, as it offers smoke enjoyment such as one is constantly seeking but seldom finds.

To "World" readers!

Seeking to further broaden the wide scope of our business relations, through present jobbing connections now covering nearly all the states,

—east, west, north, south—

we want every live dealer to stock our high grade quality

"Charles Denby"

Hand-Made 5 Cent Cigar

and solicit your inquiries.

H. FENDRICH, Evansville, Ind.

Established 1850

Largest Cigar Factory in the World

LIPSCHUTZ'S **44** CIGARS

"44" Cigar Co. Philadelphia

EL GENIO

Clear Havana Cigars

Made in Tampa, Fla.

P. Verplanck & Co.
263 Fourth Ave. **New York**

In a Class With the Melons

5c.-Rocky Ford Cigars-5c.

Delicious Flavor
Made at our Newark, N. J. Factories

We also manufacture at our several factories located at Pittsburgh, Pa. the celebrated

[Pittsburgh "FAMOUS" Stogies]

The jobber's biggest asset in the 2 for 5c. line.

Our 2 for 5c. and 3 for 5c. lines of CIGARS and STOGIES are so extensive that space does not permit mentioning

Write for full information and prices

UNION AMERICAN CIGAR COMPANY
28th and Smallman Sts. Pittsburgh, Pa.

G. S. Nicholas & Co.

41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

Graham Courtney

HAVANA CIGARS

They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company

135 West 42nd Street, New York

GREATEST SUCCESS IN HABANA'S CIGAR HISTORY

ROMEO Y JULIETA

RODRIGUEZ, ARGUELLES & CO.

A Success of Quality

THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD

U. S. Representative: Wm. T. Taylor, 93 Broad St., N. Y. City.

F. RODRIGUEZ Y CA. San Miguel 85, Habana, Cuba.

'ELITE' F.R.y Ca HABANA

Manufacturers of the celebrated "ELITE" Habana Cigars.

MAX SCHATZ
82 Maiden Lane New York

Sole Representative for United States and Canada.

CORRESPONDENCE SOLICITED

JUST THINK-5¢ BUYS A **LA FAMOSA** EQUAL TO ANY MILD 10¢ **CIGAR**

E. Kleiner & Co., Makers, New York

Fifth Avenue Cigarettes

The Union Made Cigarette of Quality Bearing Union Label

Ten cents per package of ten. Mouthpiece, Cork Tip, Plain

Live Distributors Wanted

I. B. KRINSKY
207 North 4th Street . . . BROOKLYN

THE KEY WEST CIGAR FACTORY KEY WEST

THE
Key West Cigar Factory
Factory No. 413, KEY WEST, FLA.

Office and Salesroom:
43 to 47 W. 33d St., New York

The Standards of America:

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts
Strong, Salt, Sweet and Plain Scotchs

MANUFACTURED BY

GEORGE W. HELME CO., 111 Fifth Ave., New York

HAVANA CUBA CIGARS

CASTAÑEDA HABANA TRADE MARK

Vuelta Abajo "Castaneda"
CARDENAS & CO.
Main Offices and Factory: 102 Galiano Street Havana
London: 114 Grace Church Street
New York: 3 Park Row
DAVE ECHEMENDIA, U. S. Representative

T. J. DUNN & CO.

Makers of

The New Bachelor Cigar

401-405 E. 91st Street, New York

DEALERS!

Do you realize that it is a fact that when a smoker of imported cigars wants a milder smoke or a more economical one (as many of them do just now), he buys a good imported Porto Rican

SAVARONA

These imported SAVARONAS, like the imported Havana cigars, are made up in the district where the tobacco is grown. The cigars are packed and shipped over seas, and subjected to the same conditions as the imported Havana, except that they pay no duty. The result is great similarity between imported SAVARONAS and imported Havana, the SAVARONA having the advantages of mildness and the price less than half for the same sizes, because they pay no duty.

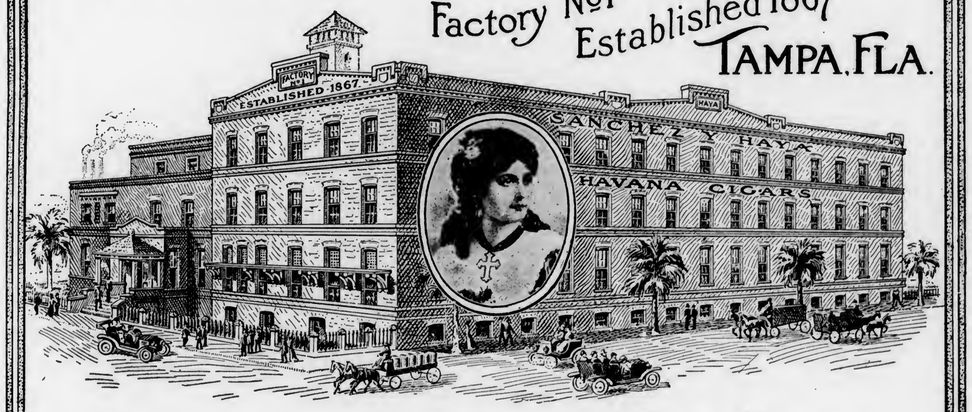
Remember there is no other Porto Rican cigar in the same class with SAVARONAS. They are made of genuine Porto Rican tobacco from the best districts, and it makes all the difference in the world where the tobacco comes from.

They suit the same class of smoker. Prove it yourself by putting in SAVARONAS and getting your "imported" smoker to try them. YOU will make MORE MONEY if you do, and your CUSTOMERS will SAVE MONEY.

CAYEY-CAGUAS TOBACCO COMPANY, Incorporated
PINE AND WATER STREETS - - - - - NEW YORK

The NEW HOME of SANCHEZ Y HAYA

Factory No1 Established 1867 TAMPA, FLA.



Always the Standard of Excellence in CLEAR HAVANA CIGARS

THE VERDICT

¶ Mere words, our words, that

BOLD

Cigars are superior in quality, workmanship and taste, would mean naught, if we did not have the confidence of the jobber, the respect of the dealer, and verdict of the smoker.

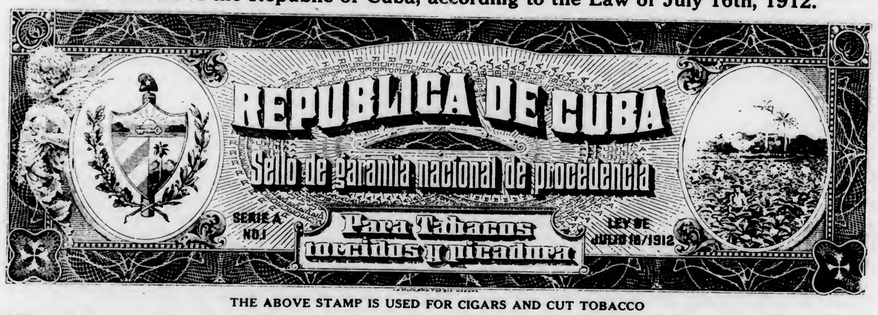
¶ The verdict is ours by long odds, the phenomenal sale of **BOLD 5c. Cigars** substantiates our claim.

¶ In this, the sixth year of **BOLD Cigars,** it requires three large factories to supply the demand.

133 Arch St. BOLD FACTORIES 114 S. Second St. (Main Office) 125 S. Second St.

PHILADELPHIA, PENNA.

Exact Fac-simile of the Government Stamps on Cigars, Cut Tobacco and Cigarettes, issued by the Government of the Republic of Cuba, according to the Law of July 16th, 1912.



THE ABOVE STAMP IS USED FOR CIGARS AND CUT TOBACCO

All manufacturers are compelled to affix these Stamps on all boxes of Cigars, packages of Cut Tobacco, as well as packs of Cigarettes, which are manufactured by them, and which constitute an absolute guarantee to the smokers, that the Cigars, Cut Tobacco or Cigarettes contained therein, are of Genuine Cuban Origin, made by Expert Havana Cigarmakers and Tobacco Workers.

THE ABOVE STAMP IS USED ON ALL PACKAGES OF CIGARETTES

The COLOR of THE ABOVE STAMPS is GREEN.

M. E. Canle, 156 Water Street, New York, Representative for the United States, of the Union of Manufacturers of Cigars and Cigarettes of the Island of Cuba, is duly authorized to prosecute any falsification, or colorable imitation of the above stamps by law with the assistance of the Cuban Minister at Washington.

"It Makes an Irresistable Appeal"

That is the way a consumer spoke of the "La Tonia" cigar.

¶ He added, "I have smoked imported and domestic cigars for years but not until I lighted a "La Tonia" did I realize that I had found a brand of which I could never grow tired."

¶ Here is the secret of our success with the "La Tonia".

We buy the best tobaccos.
We have been able to produce a blend of unusual fragrance and flavor.
We have never allowed the workmanship to vary.
The quality has been maintained for twenty years.

The result is a cigar that is constantly growing in popularity.
"La Tonia" cigars mean an increased box trade.
¶ To those who have not yet stocked "La Tonias", we urge that they find out at once what they are missing.
There are still a few territories open for high-grade jobbers.

JOHN STEIGERWALD & CO., Inc. 2411-13 No. Howard St. PHILADELPHIA, PA.

"LA TONIA LONGFELLOW" Smoked by discriminating men since 1895

THE NEW GLASS CIGAR BOX LID

Is far in advance of the Old style clumsy metal frame, many times out of proportion in size, weight, bulk and looks.

Many Dealers refusing to place them on their counters, compelled us to condemn these **Antiquated Lids,** after securing many patents and making over 2,000,000 the past 15 years.

The Efficiency and Practicability of the New Lids

are the greatest factors that lead to bountiful sales and satisfactory results. The **Distinctive Originality and Superiority** of the **"Steel Wire Edged Glass Lid"** is creating wonderful interest by its simplicity and strength, while the neat and refined display creates a cheerful and appetizing taste to smokers.

The bulky cheap metal framed lids, create a dull and shoddy atmosphere and depress sales in any store. We still make them at reduced prices for those who want them.

Smart and Progressive De. lers discard the clumsy devices from their counters to adopt the new **"Classy Lids"** and display them effectively, predominately and profitably.

Send for Discriptive matter, prices, etc.

P. A. BECKER CO., 132 Cumberland Street, Brooklyn, New York Est. 1891

10c. GENUINE 15c.

HENRY IRVING HABANA SEGARS

Made in the honest old-fashioned way by

John W. Merriam & Co.
139 Maiden Lane New York

BAYUK BROTHERS

FIVE CENT CIGAR

PHILADELPHIA

Old English is the ideal pipe tobacco because it is made especially and expressly for the pipe.

Old English
CURVE CUT

The hard-pressed curved slices retain the natural moisture and fragrance better than any other form of tobacco. **Old English** Curve Cut gives absolute satisfaction to your customers.

The American Tobacco Company.

The Better Your Cigar the More You Need

STANDARD
PURE TOBACCO
BINDER

The cigar you pride yourself on—the cigar that represents your Pike's Peak of value and workmanship—the cigar you've rolled your reputation into—**that** cigar needs the last bit of possible perfection: STANDARD PURE TOBACCO BINDER.

Even Burning, Unit Blending. STANDARD BINDER is a pure, all-tobacco tissue, free from the inequalities of the grown leaf, **free from the expense of casing, stripping and cutting.** It's of even texture, even burning. It absorbs and mingles the flavor of filler and wrapper, producing a unit blend, evenly mellow.

All Grades—100% Saving. Two pounds of this **wasteless** binder do the business of six or seven pounds of grown binder. Eliminating casing, stripping and cutting completes the 100% saving. Whether you make modest domestics or high-priced Havanas, there's a "Standard" to suit, to make them better and better selling. Follow the lead of hundreds of big cigar makers and write in for your free samples—waiting.

TOBACCO PRODUCTION CO.
New Milford. Conn.
DEPARTMENT H

A Needless Expense

The payment of $1.85 per pound duty on your wrapper IS A NEEDLESS EXPENSE IN YOUR BUSINESS when you can obtain wrappers of such *high standard* and *merit* in BURN, QUALITY and YIELD as our

American Sumatra Wrapper

Don't lose valuable time if you want to make your business profitable for 1914.

Our Customers are already convinced. Let us convince you?

American Sumatra Tobacco Co.

131 Water Street, New York

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

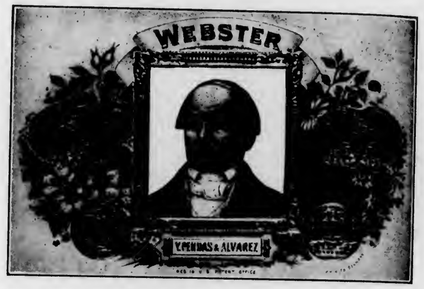
V. Guerra, Diaz & Co., Tampa, Fla.

Established 1867

Our Motto "Quality"

Y.PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA. HAVANA CUBA

T&O COMPANY MAKERS

Wm Penn

10c. Cigar

Good Thru' & Thru

THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
PHILADELPHIA

S. Loewenthal & Sons
123 Maiden Lane
New York

¶ Importers of Havana and Packers of Leaf Tobacco.

One of the largest packers of shaded tobacco in the world

FLORIDA GEORGIA CONNECTICUT

M. MELACHRINO & CO., Inc.

EGYPTIAN CIGARETTES

You Cannot be Mistaken if You Stock the Easiest Sold Cigarettes

M. Melachrino & Co., Inc., are purveyors and supply all the Courts, Embassies, 120 Clubs and 360 Regimental Messes throughout Europe

GRAND DEPOTS OF M. Melachrino & Co., Inc. { London, 8 Regent St., S. W. Capetown, South Africa Calcutta, 10 Government Place Alexandria, Rue Cherif Pacha CAIRO, Head Office and Factory Hamburg, 18-20 Grosse Backerstrasse

AGENCIES IN THE PRINCIPAL CITIES OF THE WORLD PRICE LIST UPON APPLICATION

214-216 WEST 47th STREET, NEW YORK

THE TOBACCO WORLD

Vol. XXXIV. PHILADELPHIA AND NEW YORK, MARCH 15, 1914. No. 6.

UNITED STATES TO PROSECUTE METROPOLITAN TOBACCO COMPANY

Attorney General McReynolds Announces Suit—Decision Based on Alleged Restraint of Trade—Matter May Be Settled Out of Court

(Special to The Tobacco World)

WASHINGTON, D. C., March 11, 1914.

ATTORNEY GENERAL McREYNOLDS decided last night to bring suit against the Metropolitan Tobacco Company, of New York, under the Sherman anti-trust act. The decision was based on evidence of alleged restraint of trade by the Metropolitan Company, laid before Mr. McReynolds today by H. Snowden Marshall, United States District Attorney at New York, and his assistant, C. A. Thompson, who has made investigation of the case.

The principal complaint against the Metropolitan Company is alleged discrimination against independent tobacco dealers. The Metropolitan acts as distributing agents for producing companies that made up the old tobacco "trust," and while it would be the principal defendant in a suit brought by the Government, the producing companies necessarily would be parties to the action.

The question of criminal prosecutions of officials of the companies was not settled today.

Independent tobacco dealers charge the Metropolitan's grip on the business of Greater New York, Long Island and Jersey City is firm and powerful, and that they are in worse condition than before the Supreme Court ordered the dissolution of the old American Tobacco Company.

According to Mr. Marshall's report, investigation has shown that the Metropolitan Company sells to independent jobbers at the same rates it sells to retailers, so that jobbers are compelled if they handle Metropolitan goods to handle them at no profit at all.

The fact that there has been negotiations between officials of the tobacco companies and representatives of the department was pointed out tonight as a reason for believing the entire matter might be settled out of court.

Independent dealers, however, have charged that nothing but the elimination of the Metropolitan Company would restore competition to the Greater New York field. If the department holds this attitude sound, it is not probable the Metropolitan Company will retire without putting up a fight in the courts.

United Cigar Stores to Cover World

A dispatch from London quotes George J. Whelan, president of the United Cigar Stores Company, as saying that his concern plans to extend its system of stores not only in Great Britain, but throughout the world.

Mr. Whelan is quoted in reference to the Underwood anti-coupon bill, now before Congress, as saying that the passage of the bill will mean a saving of more than $10,000,000 yearly to his company, and that it will cause a big boom in all tobacco securities.

Mr. Whelan also said that the Hegeman Drug Company, in which he has an interest, intends to establish branch stores throughout the United States.

COMMITTEE HEARS BOTH SIDES IN FIGHT FOR ANTI-COUPON BILL

More Than One Hundred Present—Many Philadelphians Submitted Case in Writing—Opposition Says Bill Will Tax Coupons Out of Existence—Unusual Friendliness Displayed Toward Bill by Committee

(Special to "The Tobacco World.")

WASHINGTON, D. C., March 12.

MEMBERS of the Ways and Means Committee of the House of Representatives display an unusual friendliness toward the bill introduced by Representative Underwood, of Alabama, proposing to do away with tobacco coupons. There are several anti-coupon bills pending before the Ways and Means Committee, but the Underwood measure is the one which has the greatest chances of success.

The real attitude of the committee was brought out at The three for fifty cents is proving exceedingly popular, of witnesses, pro and con, appeared. There were possibly more than one hundred persons present in all, the preponderance being from New York and Philadelphia. Among the Philadelphians were Felix Eckerson, of F. Eckerson & Company, representing the Philadelphia Leaf Tobacco Board of Trade. Several Philadelphians submitted their case in writing to the committee.

Otto Eisenlohr & Brothers wrote that they favored the passage of the bill.

A. M. Schwarz, of Bobrow Brothers, said that coupons are a long existing evil upon the consumer as well as the trade in general. R. B. Frishmuth suggested that the tax on coupons should be graduated. Resolutions endorsing the Underwood bill were filed by the Retail Cigar and Tobacco Dealers' Association of Philadelphia, carrying the signatures of M. J. McDonnell, Henry G. Cutler, Samuel Beckett and Arthur L. Holt.

The greater portion of the hearing was given over to the two leading representatives of the opposing sides, the independent dealers and the United Cigar Stores Company. John W. Yerkes, of Washington, D. C., representing the Independent Tobacco Manufacturers' Association, opened the hearing in favor of the bill.

Mr. Yerkes asserted that the bill provides for a tax upon the right to sell and facilities used for sale of tobacco and not upon the commodity itself. Therefore the measure is constitutional. If money were given instead of coupons, Mr. Yerkes said he would think a tax a good thing because it would be a tax on doing business in a separate and extraordinary manner. He contended that the giving of coupons is for the purpose of striking down the competition of the independents. "Coupons or trading stamps," he said, "are used as a bait to draw the purchaser back."

S. M. Stroock, of New York City, representing the United Cigar Stores Company, took the stand in reply and to oppose the proposed measure. He said that the bill is not a revenue producer, as it will tax coupons out of existence.

Thereupon, Mr. Stroock briefly reviewed the history of the tobacco trust case, asserting that since April 12, 1912, the companies which formerly composed that trust have not owned a share of stock of the United Cigar Stores Company.

(Continued on Page 26)

Scenes at the Dedication of the New Cuesta-Rey Factory

Upper left-hand picture shows interior of building; upper right-hand picture shows exterior of building. In the center group from left to right are: R. D. Burnett, of Birmingham, Ala.; A. L. Cuesta, Carl Cuesta (son), Mrs. A. L. Cuesta, Mrs. Rosa L. Pazos, Mrs. John Trice, John Trice, president of the Citizens' National Bank, of Tampa; Narceso Gelats, banker; in the foreground, Rt. Rev. Pedro Gonzalez y Estrada, Bishop of Havana, with Carlotta Cuesta, daughter of A. L. Cuesta beside him. The lower picture shows Mrs. A. L. Cuesta and her daughter, Carlotta, raising the Cuban flag on the roof.

DEDICATION OF CUESTA REY & CO. HAVANA FACTORY

Many Prominent People Attend—Bishop of Havana Officiates—Description of Factory—Sketch of Firm

ONE of the most important events in the cigar and tobacco industry of Havana which has occurred in a number of years was the dedication and formal opening on February 28th, of the magnificent new factory and warehouse which has just been completed in that city by Cuesta Rey & Company, who have an international repute as cigar manufacturers in Tampa.

Just two years ago an exclusive cable to THE TOBACCO WORLD gave the first intimation to the trade that Cuesta, Rey & Company were to build the magnificent structure which was opened two weeks ago. The authentic details as outlined at that time caused a great deal of speculation and some doubt as to whether the company would carry out its announced plans.

Invitations were issued by the company about three weeks ago to all the prominent cigar manufacturers, leaf men, bankers and other important officials of Havana to attend the dedication of the building on the 28th ult., and inspect the completed plant.

Mr. A. L. Cuesta, head of the firm, accompanied by Mrs. Cuesta, their son Carl, and daughter Carlotta, by Mr. John Trice, president of the Citizens National Bank, of Tampa, and Mrs. Trice and by Judge Glenn, counsel for the firm of Cuesta, Rey & Company, left Tampa on the 25th to be present at the opening.

The main offices and entrance halls of the new building were bowered in roses and other cut flowers when the guests began to arrive, and an orchestra of fifty musicians entertained until the formal ceremonies took place.

The Right Rev. Pedro Gonzalez y Estrada, Bishop of Havana, conducted the religious rites and made the dedicatory prayer. A unique feature of the ceremonies was the raising of the three flags on the roof of the new building, the United States, the Spanish and the Cuban flags. Mrs. John Trice was the sponsor for the American flag and pulled it up the flagstaff with her own hands. Mrs. Rosa L. Pazos did a similar service for the Cuban standard, and then Mrs. Angelo L. Cuesta and her dainty little daughter helped to hoist the Spanish flag, emblem of a government at whose hands Mr. Cuesta has on two occasions been signally honored by the King in the way of royal decorations, the last occasion being given the title of "Excellencia."

Hundreds of prominent folks attended the opening and the Album of Guests recorded the names of scores of tobacco and cigar men, leaf dealers as well as bankers and merchants in the city, all of whom took evident delight in congratulating Mr. Cuesta and his firm on the possession of what was pronounced unqualifiedly the finest structure ever erected in Havana for tobacco purposes of any kind.

Refreshments were served to all guests, the wine glasses seemed to be automatically refilled and altogether it was a gala day in the Havana industry.

The factory itself needs to be seen to be appreciated. It is located on the corner of Belascoain Street and Penalver. The frontage on Belascoain Street is about two hundred feet with a depth of about four hundred. Massive pillars give the facade a strikingly dignified and imposing appearance. The entrance is particularly handsome, with the splendid heavy doors typical of Spanish architecture of the finest sort.

Private offices are situated on the left of the entrance, and are an excellent combination of all that is best in both American and Cuban types of counting rooms. A fine American steel vault is built in the office for the proper care of the firm's records and valuables.

The building is three stories and basement in the front, and on the back a fourth story has been built which Mr. Cuesta intends to fit up in luxurious style for his personal use as an abiding place when he is in Havana. This includes several bedrooms, a dining room and the finest bath and toilet facilities.

The four illustrations accompanying give an idea of the factory from the exterior and interior and were taken on opening day.

No. 1 is an interior view which shows something of the spacious central court on both sides of which the various warerooms are arranged.

No. 2 is a good outside view of the building taken on Belascoain Street.

No. 3 is a group picture taken in the office on the left of the main entrance and shows a few of the prominent guests at the dedication. Included in this picture is The Right Rev. Bishop of Havana Pedro Gonzales y Estrada; Narceso Gelats, the great Cuban banker, who is standing beside President Trice, of the Citizens National Bank of Tampa, of which institution Mr. Cuesta is one of the most important directors; and Mr. Cuesta and his family.

No. 4 is an interesting picture taken on the roof of the building and shows Mrs. A. L. Cuesta and her little daughter Carlotta, in the act of running up the Spanish flag. Mr. Cuesta can be noted in the foreground by his white trousers.

The firm are now preparing to vacate their old warehouse in Havana, and expect to have their removal fully completed and business running smoothly in the new building by the first of April. Mr. Cuesta will remain in Havana for several days yet to supervise this work.

Facts about Cuesta, Rey & Company.

This firm was established in the year 1884, and from a modest beginning they employ today over one thousand hands in the United States and Cuba.

Their business is transacted entirely from their Tampa factory and they entertain annually hundreds of visitors to the Cigar City.

Cuesta, Rey & Company manufacture sixty-four sizes of cigars and their output for the year 1913 was 24,019,650 cigars, on which they paid the United States Government over $200,000 in duties and internal revenue taxes.

They are noted as being in the forefront of every movement which will tend toward the uplift of the industry and were among the first to bond their factory under the recently enacted law which provides for governmental supervision of manufacture. The firm are also operating an electric X-ray sterilizing machine in their plant which is an exclusive feature in the handling and packing of clear Havana cigars.

Some years ago they adopted as a trade slogan the phrase "The Truly Spanish House" and in their relations with their customers, and in the manufacture of their goods, as well as their intercourse with the commercial world at large, the fine sense of honor displayed and the uniform courtesy extended to everyone without exception has proven the slogan to be a most appropriate one in the broadest sense.

J. L. K.

J. Stanley Hutcheson, vice-president of the Patterson & Brothers Company, Richmond, who has been at Saranac Lake, N. Y., for several months past on account of his health, is recovering rapidly according to his letters home, and is expected in Richmond in a short time.

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The Underwood Anti-Coupon Bill

Those for and against the Underwood anti-coupon bill appeared in large numbers before the Committee on Ways and Means, in Washington, on March 11th. An interesting fact about the hearing is that every member of the committee was present at one time or another during the day. The widespread feeling in regard to the bill took the form of hundreds of letters, directed to Representative Underwood; both sides were well represented in the correspondence.

The hearing proved to be of vital importance, as the defenders of the bill and its opponents lined up their evidence in formidable array.

Aside from the chain store interests, there appeared in opposition to the bill representatives of the allied trades, and of several industries engaged in the manufacture of goods used for premiums. It was brought out at the hearing that the coupon business had resulted in the establishment of plants to do this work and that the passage of the bill would curtail the lithographic industry twenty per cent.

The opposition called attention to the fact that if the bill was to be considered as a revenue proposition it would be a failure, as it had for its object the abolition of coupons; if they were discarded there would be no revenue.

In connection with the hearing it is interesting to note that George J. Whelan, head of a large chain of cigar stores, is quoted in a recent dispatch from London as saying that the passage of the bill would add considerably to the value of tobacco stocks and that it would result in the saving of millions of dollars to tobacco companies now using coupons as inserts.

It is noteworthy that many of the tobacco companies using coupons in their goods were not represented at the hearing, which gives an air of indifference to their stand in the matter.

The abolition of coupons gives a benefit to the greatest number; not only does the consumer benefit in the long run, but the manufacturers will effect great savings in the cost of production. This will mean a greater margin of profit, which in turn will add considerably to the value of the stock.

In considering the bill it is fair to call attention to the fact that if the giving of coupons is harmful to the tobacco industry, the giving of trading stamps and other rebates in other lines of business is also harmful. For this reason it might be said that the Underwood bill is discriminatory.

Where the cost of these rebates comes ultimately from the consumer it is only fair that he should be protected in those lines which comprise the necessities of life. The trading stamp flourishes in the grocery lines with even greater vigor than the coupon does in the tobacco business, and if the rebate is to be condemned on general principles, it applies to the retail trade in all its branches.

Leonard Dinkel

Leonard Dinkel, a cigar manufacturer of Springfield, Ill., dropped dead on his way to his factory on the morning of March 9th.

The deceased is survived by a widow and one son. His mother, two sisters and three brothers are also living.

John W. Osborn

Recently, John W. Osborn, formerly connected with the old Cincinnati leaf tobacco breaks, and one of the best known tobacco dealers in Kentucky, died at his home in Dover, Maysville, Ky., aged eighty-one years. He is survived by a widow and one brother.

William H. McCormick

Much regret was felt in Cincinnati, recently, when it was learned that William H. McCormick, a lifelong resident of the city, and for more than forty years actively engaged in the tobacco business, had died suddenly at his home, 408 East Fifth Street. Though a sufferer from heart trouble for the past few years, Mr. McCormick's death was not expected. His career dated back to the pioneer days of the tobacco breaks and covered a large acquaintance in the trade. Three children, a brother and sister survive.

Joseph B. Harvey Dies

Joseph B. Harvey, seventy-six years old, for more than thirty-five years the proprietor of a cigar business on Columbia Avenue, near Twentieth Street, is dead at his home, 1938 Columbia Avenue. A short time ago Mr. Harvey was preparing to take a bath, when he fainted and fell to the floor. In doing so he upset a gas stove which ignited his clothing. As a result he was very badly burned. His age and weakened condition retarded his recovery. His condition was aggravated a week ago by an attack of pneumonia, which caused his death.

Splendid "Hoyo de Cuba" Display

This splendid display of "Hoyo de Cuba" cigars, illustrated herewith, appears in the window of Store No. 4, Market and Juniper Streets, of Yahn & McDonnell, whose headquarters are at Fifteenth and Chestnut Streets.

The well-known "Hoyo de Cuba" brand is made by the San Martin & Leon Company, Tampa, Fla., for whom Yahn & McDonnell act as distributors in this city, Eastern Pennsylvania, New Jersey and Delaware. The distribution is well secured and several prominent clubs and cafes have recently added this line.

Within a few days a Circassian walnut sign, bearing the words: "Hoyo de Cuba," will be placed in the window. It should prove a valuable accessory in exploiting these high-grade cigars.

This new store of the Yahn & McDonnell house has broken all records in the sale of medium-priced pipes and is proving an unusual outlet for the pipe line in general.

"Havana Ribbon" Salesmen Find Business Booming

Bayuk Brothers Company report a very satisfactory sales record for the first two weeks of March, the orders arriving with a pleasing regularity from the different territories, while a great majority of their more responsible jobbing accounts are sending in regular standing orders, so as to insure them receiving prompt shipments on "Havana Ribbons."

E. C. Bolm, representative for Kansas and Missouri, is on an extended trip through his territory and reports "Havana Ribbons" duplicating to the entire satisfaction of both the jobber and the retailer.

Robert I. Gressitt, Ohio and Michigan representative, has just completed a sales campaign in the interests of Harry C. Jacobs, of Dayton, O. Mr. Gressitt was completely successful from a distribution standpoint, and succeeded in placing the brand with some exceptionally attractive retail accounts in Mr. Jacobs' territory.

Joseph E. Lange, Indiana and Kentucky representative, is also completing a sales and advertising campaign with McMahan & Leib Company, who control the Anderson territory and reports conditions in the best possible shape, while the indications for a banner year of "Havana Ribbons" distribution are particularly bright. Mr. Thomas, his assistant, still continues to work in the interests of Robinson-Pettit Company, who have control of "Havana Ribbons" in the Louisville territory, and is meeting with his full measure of success on the brand.

BIG RICHMOND FIRE

Burning of Neal & Binford Plant Calls Out the Full Fire Department

RICHMOND, VA., March 12, 1914.

A fire which almost totally destroyed the plant of Neal & Binford, 13-17 South Eighth Street, manufacturers of tobacco supplies, at 1.15 o'clock, this morning, with a loss of $25,000, covered by insurance, was momentous chiefly because of its location in the very heart of the business section of the city. Large manufacturing plants, wholesale houses and warehouses, as well as office buildings, surround the burned building and many almost touch it.

The blaze got a good start before fire apparatus arrived. When "three sixes" were sounded, however, eleven engine companies and three trucks were rushed to the scene, and overcame the flames after a hard fight of an hour. Frozen water plugs delayed the firemen for a time, and apparatus from Fulton did not get into action until the fire was almost out, due to the snow in the streets.

Novel Lid Supplied by Mason, Ehrman & Company

Mason, Ehrman & Company, Portland, Ore., are having quite a success with their big-sized four for a quarter "Carabana Smoker." Each dealer featuring the brand is furnished with a glass lid fastened to a metal strip bearing the name and price of the cigar.

Success Attends Cayey-Caguas "Mango"

A LONG filler cigar, composed of tobacco grown and ripened in Porto Rico, is the "Mango," the new five-cent brand recently placed on the market by the well-known Cayey-Caguas Tobacco Company. The "Mango," which is made in several sizes, is regarded by Cayey-Caguas to be a "Peach of the Tropics" both in name and in quality, and they state that they are of the opinion that no better cigar for the money may be had by the smoker. The "Victorias" size of this new brand is having quite a demand out in the Detroit section, taken care of by Claude E. Howell, while Franklin MacVeagh & Company are reporting splendid business on the "Brevas" size in the Chicago district. Yahn & McDonnell, of Philadelphia, have also taken on the "Mango," featuring the "Pan Extra."

"El Consuleos" Boosted With Free Humidors

On and after March 16th, a fumed oak humidor, valued at three dollars, will be given by the Surbrug store, 204 Broadway, with every five-dollar purchase of "El Consuleo" cigars, this being their leading clear Havana brand. This announcement was sent out to its friends and patrons by the store and stated that orders could be filled as early as March 11th, though the actual sale would not start until the 16th.

P. Lorillard Company Leases Executive Offices

The P. Lorillard Tobacco Company, with headquarters at Jersey City, N. J., has just recently leased space in the Lewisohn Building, on the north side of Fortieth Street, between Broadway and Sixth Avenue, which is to be utilized for executive offices of the company. The lease, which has been taken for a long term of years, calls for a rental of $300,000.

Goetze & Company Occupy New Quarters

John H. Goetze & Company, the well-known New York importers of Sumatra and Java tobaccos, are now installed in their new offices and sample room at 203 Pearl Street, just a door north of Maiden Lane. A trip to Amsterdam in the fore part of April is contemplated by Mr. Goetze.

Leo Rieders With P. Pohalski & Company

Having recently severed his connections with H. Ottenberg & Company, Leo Rieders, the well-known secretary of the Independent Tobacco Salesmen's Association, is now connected with P. Pohalski & Company, manufacturers of the famous "First Consul" cigar. Mr. Rieders will represent Lincoln Brothers in Greater New York.

Liggett & Myers Open New Premium Store

Arrangements have been completed for the opening in Sault Ste. Marie, Mich., of a premium store for the redemption of Liggett & Myers coupons. This department will be established at the Field cigar store, on Ashmun Street. This is the third to be established by the firm in the State, the other two being at Grand Rapids and Detroit.

Heard on Broadway

"Nacionales," the newest Por Larranaga product, is meeting with quite a bit of success these days, according to J. V. Flanigan, United States representative of the Por Larranaga factory.

Menko Rose, of the New York importing and packing firm of Rose & Wobbe, with offices at 158 Water Street, on March 11th last, celebrated the twenty-eighth anniversary of his entrance into the cigar leaf tobacco trade.

According to a report received from Morris J. Levi, from Cayey, Porto Rico, of the well-known Levi-Kaften Company, arrangements have been practically completed with Rucabado & Company to manufacture cigars for Mr. Levi's company. Mr. Levi, who has been at Cayey for the past few weeks, left for New York within the past week.

Packer Brothers, wholesale jobbers, announce to the trade that they are now ready to do business at their quarters, 328 West One Hundred and Twenty-fifth Street, which, as is well known, is in the busy Harlem section. The brands of S. Monday & Sons, Brooklyn, are being featured by Messrs. Packer Brothers, and from past endeavors of these gentlemen, it is safe to predict that the jobbing end will meet with a full measure of success.

Albert Falk, president of the Falk Tobacco Company, of Richmond, returned to New York headquarters a few days ago after a visit to the factory. He says that they are doing big things with their "Herbert Tareyton" smoking tobacco and with the "Tareyton" cigarettes as well.

Leslie Pantin Going Abroad

Leslie Pantin, the prominent Havana commission merchant, who is credited with shipping a large percentage of all the Havana cigars which come into the United States from Cuba, arrived in New York on the 12th instant, and will sail on Tuesday for a vacation trip abroad on the steamship "Caronia."

Mr. Pantin is accompanied by his wife and his son and two daughters. They will land at Gibraltar and journey through Spain and into Portugal, which latter country Mr. Pantin represents as Consul-General in Cuba. He expects to be gone for about three months.

Cigars Denied Free Entry

NEW YORK, March 10, 1914.

The Board of United States General Appraisers today upheld the legality of revised customs regulations dealing with the importation of cigars from the Philippine Islands, when it was decided that single entries of less than 3000 cigars cannot obtain duty exemption. The J. B. Moss Company, of Cincinnati, imported 705 cigars from the islands which were denied free entry.

Yahn & McDonnell Stock "Charles the Great"

AN important addition has been made to the varied lines handled by Yahn & McDonnell in Philadelphia in taking on the long-established brand of "Charles the Great," made by Salvador Rodriguez, which they are now showing in six sizes.

This brand has been for a number of years a prime favorite among many select Philadelphia smokers of the old school, who want good cigars and knew that such goods cost money. The Salvador Rodriguez factory has never lowered its quality standard in a single instance and as a consequence they never attempted to compete with cheap goods sold under the name of clear Havana. In taking on this line Yahn & McDonnell have added decided strength to their clear Havana assortment.

Baum Brothers' Business Growing

With the increasing of their facilities for the manufacture of "A. J. Cassatt," "Little Cassatt" and "Coiner" brands, Baum Brothers call attention to the fact that they are making better cigars than ever before in their history. The process of sweating tobacco has been much improved upon by the installation of a sweatroom humidifier (Elmer H. Hope & Company), and the additional efforts put forth of the cigars now manufactured are bringing them up to a high standard.

For the past months the factory output has been oversold, but these orders are now being filled to date and again the firm is able to work on new accounts. Nathan Baum has recently returned from a trip as far West as Omaha, Neb., and brought back with him an order book well filled with new accounts, as well as many duplications on old business.

The City Cigar Store (Ostrow's), at Seventh and Chestnut Streets, Philadelphia, has a fine display on "La Verdad," made by Simon Batt & Company. They are running a special sale on this cigar for a few days and report that the window display has resulted in a considerable increase on the brand.

The cigar departments of the Finley Acker Company stores have received their allotment of a recent shipment of "Monte Cristo" cigars, manufactured by P. Pohlaski & Company, 466 Broome Street, New York City.

J. Durbin Acker, at the Twelfth and Chestnut Streets store, has an attractive display of these goods in his department, and finds considerable satisfaction in the manner in which repeat and box orders have increased and duplicated.

Philadelphia Notes

Duff Brothers & Company, makers of the "Vesper" cigar, find business on their brands going good.

C. W. Saunders, Eastern sales manager for the Cortez Cigar Company, Key West, Fla., spent a few days in Philadelphia last week, selling "Cortez" cigars.

R. D. Shelp, of Lincoln & Ulmer, 75 Water Street, New York City, was in Philadelphia, and reported a successful trip throughout the Middle West on "La Modina" and "Rodina" cigars.

Sig. Mayer, who has recently been on an extended trip through the West, introducing "Rey Oma" Ponies, and other of his well-known brands, returned on Monday to the home office. He reports a good trip.

A. Gumpert, of Gumpert Brothers, manufacturers of "Full Weight" and "Pure Gold" cigars, is now calling on the trade in the Middle West. He is expected home about April 1st.

J. B. Annis, representing the American West Indies Sales Company, 6 Church Street, New York City, closed some attractive business on "La Turina," while in Philadelphia last week. This is a Porto Rico brand of cigars that is meeting with much success among local dealers.

The cigar departments of the Hotel Adelphia are meeting with success in marketing their "Adelphia," manufactured by Berriman Brothers, in their bonded warehouse. The three for fifty cents is proving exceedingly popular, with a fair demand for still higher priced goods.

In the cigarette line, Starr & Reed, "Adelphia," "Pera" and "56" are considerably in the lead.

Jeitles & Blumenthal, Limited, 119 South Eleventh Street, Philadelphia, are much gratified with the "repeat" orders which have arrived on their "Statesmen" cigars from the new accounts recently opened by Mr. Jeitles on a recent Western trip.

Throughout the entire Middle West this line of cigars has secured a firm foothold, and jobbers and distributors are placing this line with dealers as a winner in the five-cent market.

Tampa

Gasparillian Echoes Still Linger—Bolano Brands to Be "Made in Bond"—Diaz-Havana Company Incorporated—Liborio Cigar Company Has New Packing Method

TAMPA, March 11, 1914.

THOUGH the mad whirl of gayety is over, and the participants in the carnival have put aside their masks and habiliments of many hues, still the Gasparillan echoes linger, seemingly loath to depart. To this strain met the pirates and their honor guard during the past week and proceeded to re-elect Jack Mahoney captain of Ye Mystic Krewe, and Lieutenants Jesse G. Barkley and Jerome Waterman. Five directors were also re-elected and two additional names were placed on the Board. One of the interesting features of the meeting was the appointing of a committee to look into the matter of the erection of a permanent auditorium in which to hold each year in the future, the Coronation Ball.

While all sections of Tampa were well represented in the Fete, I feel that the palm should be given to our cigar manufacturers, when it is taken into consideration that they were represented by no less than twenty-four floats, the greater number coming from West Tampa, each illustrative of the various cigar factories in our city. Among those appearing were: Y. Pendas & Alvarez, Morgan Cigar Company, Cuesta, Rey & Company, Celestino Vega & Company, San Martin & Leon, Samuel I. Davis & Company, A. Santaella y Ca, L. Sanchez & Company, Boltz, Clymer & Company, J. M. Martinez Company, Bustillo Brothers & Diaz, Balbin Brothers, Erlich Manufacturing Company, Salvador Sanchez y Ca, Tampa-Cuba Cigar Company, Andres Diaz & Company, Garcia & Vega, Francisco Bolano & Company, F. Garcia & Brothers, J. W. Roberts & Son, and Val M. Antuono. Representatives from the cigar box factories were D. N. Holloway Cigar Box Factory, and the Sheip-Weidman Company, the latter company's float being particularly novel in that the background was composed principally of cigar box labels. An added feature was the throwing out of cigar boxes all along the line of parade.

The float of the Havana-Tampa Cigar Company attracted much attention by its unique display of cigar boxes.

Business on "La Megas," V. Guerra, Diaz & Company, is well maintained.

Jorge Leon, of San Martin & Leon, manufacturers of the famous "Flor de San Martin," "Hoyo de Cuba," and "El Briche," is en route for the North, having planned to be away for two months at least.

Edward J. Stachelberg, of Sanchez & Haya Company, reports quite a demand for the well-known "Sanchez-Haya" brand.

Quite a deal of interest attached to the announcement that the famous brands of Francisco Bolano & Company had been taken over by Grommes & Elson, of Chicago, which firm, it will be remembered, was in the manufacturing business in Tampa some six or seven years ago, but which, for some reason or other, they discontinued. It is now stated that that company will continue to manufacture the "Bolano" brands, just as soon as permission is received from the government to "manufacture in bond," application having been made to this effect. In addition to the standard "Bolano" brands, Grommes & Elson will manufacture some of their own. Francisco Bolano is to remain in charge of the newly-acquired plant.

Fred R. Hensley, the genial spirit in charge of the cigar stand of the Hillsboro Hotel, within the past fortnight celebrated the first yearly anniversary of his recovery from a ten weeks' illness.

J. Pendas, manager of Moreda & Company's factory, Key West, was a visitor to this city within the past week, combining pleasure with business.

Another cigar and tobacco company has invaded Tampa in the Diaz-Havana Company, who have incorporated with a capital stock of $100,000. This company, which has succeeded Antonio Fernandez & Gonzalez, will manufacture cigars, cigarettes and other smokers' articles, and it is stated, may deal in real estate, and own or operate factories and cigar stands. Ernest Berger, is president of the new company, with 700 shares of stock; Emilio Pons, first vice-president, 100 shares; Florantino Diaz, second vice-president and treasurer, 100 shares, and Antonio Paz, secretary, 100 shares. These gentlemen will also compose the board of directors pending the election of their successors. The company intends to manufacture in bond and name "Fomento Cubans" and "F. Diaz" as their leading brands. It is expected that the line will be ready in about thirty days.

T. H. Burt, the popular representative of the Reynolds Tobacco Company, recently spent a few days in Tampa.

F. Lozano, of F. Lozano, Son & Company, is now in Cuba, it being his intention to spend a couple of weeks in the islands.

Quite a good bit of amusement has been the result of a recent article appearing in the Key West *Morning Journal*. It seems that the Key West editor lamented the fact that "the clear Havana business is not what it used to be," stating that Key Westers realized this fact just as much as did Tampa. But our Tampa editor resents such a statement, as was shown by his reply to the editor of the Key West journal, in which he said that "the idea is strictly local, and is not to be entertained by any others than those who live in that city."

R. S. Tatum, manager of the Liggett & Myers Tobacco Company, and his squad of salesmen, are here for a couple of weeks, boosting the cigarette end of the game.

Corral, Wodiska & Company have practically completed the addition to their factory, and just as soon as skilled cigar operators can be secured, work will begin.

Celestino, Vega & Company are very well satisfied with the prospects for the present year and look forward with much optimism to the future. They are now occupying their new addition, having workmen at all the benches. It is needless to say that "La Venga" will receive a fresh impetus when it comes to sales on this famous brand.

Rock Marsicano recently returned from a two weeks' trip to points in the middle part of the State in the interests of the O-K Cigar Company.

Quite a departure in the marketing of Tampa cigars is that which has been adopted by the Liborio Cigar Company, located at Thirty-second Street and Third Avenue, whose intention it is to manufacture Spanish hand-made cigars of Havana tobacco, each cigar to be packed in individual cardboard carton. Fifty cartons will constitute a box, this method of packing, it is stated, being a guarantee that the cigar has not been handled. It will also assist in the keeping of the cigar moist and sanitary, and will enable the smoker to carry the cigar in his pocket without fear of breaking or bruising the same. A patent has been applied for relative to the new method of packing. Dr. J. R. Avellanal, well known in Tampa, is interested in the new factory and believes that a cigar of Havana tobacco, in its individual package, selling at fifteen cents, will find a market all its own. A reward of $1000 is offered by the company for proof that Havana tobacco is not used exclusively in its factory. This notation appears on each separate carton. The company's brand will be the "Liborio."

PERFECTO.

Manchester Company Making "Synoras"

THE Manchester Cigar Company, of 38 South Frederick Street, Baltimore, Md., have recently bought out the Steppacher Cigar Company, of that city, and have within the past month put out their own manufacture of the well-known "El Synora" brand, which Steppachers formerly made. Mr. Paris, head of the company, says that the new goods met with a cordial reception and are fine running mates for their well-established "Havana Cadets."

The Manchester Company's business has steadily expanded since they occupied their present new factory last October.

Frank J. Moehringer Bankrupt

Frank J. Moehringer, cigar salesman of Amsterdam, N. Y., filed petition in bankruptcy in Utica, N. Y., listing liabilities at $3248, with no assets. F. B. Richards & Company, of Binghamton, N. Y., one of the heaviest creditors of the bankrupt cigar salesman, holds debt against Moehringer of $1957. The El Draco Cigar Company, of Philadelphia, Pa., is creditor for about $1000, the latter in part for money advanced on commissions.

Cigar and Tobacco Houses Change Owners

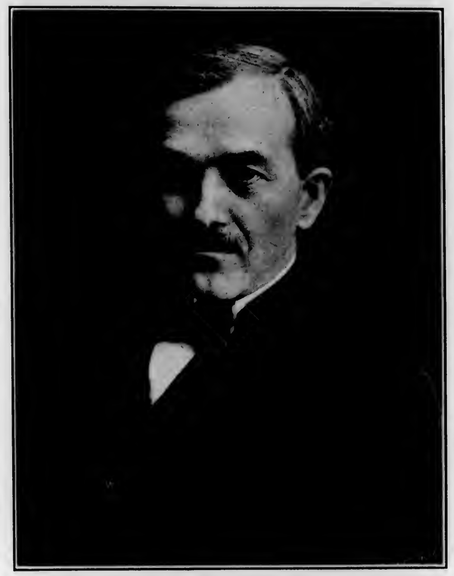
Two large cigar and tobacco houses in Penn Yan, N. Y., changed hands during the past two weeks, the McLeod Tobacco House, the oldest and undoubtedly the largest tobacco house in the southern section of New York State, and the John Birmingham cigar factory and store. Glenn Horto and Dr. J. M. Ward purchased the McLeod Tobacco House, and Mr. Horton will manage the tobacco business. William Bird bought the Birmingham plant, as Mr. Birmingham is now employed in the State Agricultural Department, and was unable to be in Penn Yan to conduct his business.

George W. Rich, representing the Barcelona Cigar Factory, Louis G. Smith & Company, proprietors, was a recent visitor to Havana.

MEN WHO MADE GOOD

SIDELIGHTS ON INTERESTING TRADE PERSONALITIES

NEW men stand higher or are better known in the cigar trade of Chicago than John J. Dolan. He has had a remarkable career, rising from a poor farmer boy, come to the city to make his fortune, to the owner of fourteen large retail cigar stores in the loop district, many of which are on the best corners to be found in the city. In addition to his cigar stores, with an established trade, some of which dates from the old days following the great fire, he holds options on certain other desirable locations, and has business backing and connections which make him one of the leading business men of the city in his line. He has made good in every sense of the word.



John J. Dolan

John J. Dolan can be found in his large store at the corner of Washington and Dearborn Streets almost any hour of the day. This store is by no means his principal store, but as it is the "old place," being the one which he first established, it stands first in his heart, and for that reason serves as his headquarters when he is downtown.

To look at John J. Dolan the chance observer would see nothing remarkable. He looks much like the average prosperous business man. He dresses well, but not fastidiously, in neat blue serge, with black shoes, and a black overcoat, silk-lined, with a velvet collar. The average clerk could dress as well without straining his income. When it comes to Mr. Dolan's physiognomy, however, the observer will detect some things which will cause him to look twice. In that firm chin, bright eyes and brow slightly wrinkled show the intrinsic qualities which make him different from other men. The close-cropped iron gray mustache helps the general effect. Few indeed, however, are the signs which would lead to a correct guess of his age at fifty-two years. He looks younger. The iron in his character and in the strong body which he brought with him from his rural birth-place have stood well the wear and tear which the city exacts as the price of success.

John J. Dolan came to Chicago from Marshall, Michigan, when he was eighteen years old. That was thirty-four years ago. When he began he had nothing but a few hundred dollars which he had saved from his wages, and his nerve. From his point of vantage as clerk under the famous Colonel Schaffner, at the cigar stand in the Grand Pacific Hotel, he looked around over the fast-growing city, rising like a Phoenix from the ashes of the great fire of 1871. He looked and he thought, and the more he looked the more he thought. He became convinced at last that the opportunities for establishing a successful retail cigar business, expressed by stores on the principal corners of the loop district, were attractive enough to diminish the chances of failure. He accordingly assembled what little capital he had saved and on the strength of this and the confidence which he inspired in the breasts of other business men, he borrowed enough to make a start in a little one-story building at the corner of Washington and Dearborn Streets. From the first his business grew. He found that when customers were treated right they returned, and little by little, through the pursuance of intelligent business methods, he built up a business which soon melted his indebtedness like snow in June. In a short time he was securing options on other corners in the loop district, and it is safe to say that if other interests had not seen the advantage of establishing retail stores on the remainder of the corners he would have secured options on these also, for John J. Dolan is almost as sharp a real estate man as he is a cigar dealer.

"From the days beginning way back in '79," said Mr. Dolan, "when I was working with Colonel Schaffner in the Grand Pacific Hotel, I have made it one of my rules to treat a customer as though I had no other thought in the world than to see that he got what he wanted in the cigar line and paid no more than it was worth. I have never had reason to change this early policy, and I attribute much of my success to the confidence which this policy has inspired in my customers. I have won in the keen competition in the retail cigar business here because my customers come back where those of some of my competitors do not. I have done nothing remarkable. I have simply worked. I believe that any man of average business acumen, getting in on the ground floor here in Chicago, when the city was taking a new impetus following the fire, could have accomplished what I have. Strict attention to business is what has won the game for me, and you can tell them that, in those very words."

To hear John J. Dolan talk is a treat. He has formed the habit, on his own admission, of talking in a slow fash-

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Chicago

Business Conditions in the Trade Good—Smoking Ordinance Turned Down in Councils—Some Parents Object to Sons Getting "Cigarette Cure"

CHICAGO, ILL., March 11.

WHILE the cigar and tobacco trade here has been a little quiet during the past week, the volume of business transacted has been large enough to cause satisfaction in all branches. General trade is good and the usual number of high-priced cigars have been consumed in the fashionable restaurants and clubs. Collections have been good. Leaf men say that road conditions in the Central West are all that could be desired. Retailers declare that the mild weather of the last few days has brought out the crowds. In the loop district thousands of cigars and cigarettes are sold in a few minutes every day during the noon lunch hour. When the weather is favorable the clerks and office men "walk around the block" and take a smoke. While this is a small matter in itself, nevertheless in the aggregate the custom adds thousands of dollars every year to the amount of money which is spent for cigars and cigarettes.

Following a long wrangle the question of smoking in the street cars seems to have been settled at last, in a manner favorable to the tobacco interests. The bill forbidding smoking in the cars has been politely but firmly turned down in a committee of the City Councils. While the committee did not definitely report the proposed ordinance dead, the members recommended a number of amendments, or "jokers" as the opposition says, which would render the measure worthless in operation. One of these was a limitation of the proposed ordinance to apply to the winter months only, which would mean that it would never be enforced. The opposition, which is championed by a local newspaper which fears to tackle any problem of real importance, has now taken the stand that the defeat of the measure is due to the influence of the tobacco interests with certain "low-brow" members of the Council. While it is true that a number of prominent cigar and tobacco men spoke against the measure before the Council, as reported in a previous issue of THE TOBACCO WORLD, it is also a fact that they protested purely on the ground that the ordinance would be a violation of personal liberty, and as such ought to be defeated.

"Buck" Scanlon, cigar man and one of Chicago's most famous sporting celebrities, is dead. He had been manager of the cigar department of Bartelt & Raap, on the west side for eleven years. Twenty years ago he was manager of the famous Bachellor's Cafe at South State Street and Peck Court. The body was shipped to Rochester, N. Y., for burial.

Rumors are current that an investigation will be made as to the sanity of Miss Lucy Page-Gaston, superintendent and founder of the Anti-Cigarette League. Miss Gaston's latest move is to establish a clinic where she attempts to treat small boys for the cigarette habit. She hopes to have the assistance of several juvenile court judges, who will send her victims. The treatment consists of a mouth wash, constituted for the most part of nitrate of silver, a dangerous mineral. The treatment is supposed to cause a complete nausea for the weed in any form. When the patient is beset with the craving for a smoke, he is given a gentian root to chew. Parents of several boys who have been "treated" against their will are up in arms, it is said, and have raised the question as to Miss Gaston's mental balance.

The cigar department of Reid, Murdock & Co. is in a rather torn up condition, owing to the fact that they are preparing to move out in order to make room for the cigar department of Franklin MacVeagh & Co., which will occupy the quarters in the old home of the company about the middle of the month. The new home of Reid, Murdock & Co., across the river, is almost complete, so that the cigar department will be inconvenienced only a short time. The external appearance of the new building is even better than was expected, and the cigar department of Reid, Murdock & Co. can well be proud of the new home.

Weiss & Berger have bought the cigar stand which was started by M. F. Rothschild & Co. a short time ago in the Webster Building.

John Suhofer, a cigarmaker, was found dead last week in his room on the north side. His room was filled with gas, which was escaping from an open jet. Whether the case was an accident or a suicide has not yet been determined. Suhofer was well-known in manufacturing circles in the city, as he has worked in a number of factories.

Michael Schenokes, a cigar manufacturer at 3213 Auburn Avenue, won fame and criticism of various kinds last week when he caused the arrest of an employee whom he accuses of having stolen four cigars from him. The question which is being asked in the trade here is how far a young man can go in "mooching" smokes or "cripples" off the boss. When does the "mooching" cease and the thieving begin? That is the question.

Because he refused to light a cigar they stole from him, Michael Carrol, of Yonkers, N. Y., reported to the police that two armed robbers beat him soundly over the head. He was on his way home late at night. The two men approached him and after thrusting guns in his face, took five dollars from his pocket. Further search resulted in the discovery of the cigar. One of the bandits placed it in his mouth and, having both hands occupied, demanded that Carrol light the weed for him. This was too much, and the victim rebelled. He is now in the hospital recovering from his trouncing.

Tom Kingsbury, of the Tulsa Indian Trading Company, of Tulsa, Okla., has returned home from a trip to Kansas City, Chicago and St. Louis. He placed orders for factory shipments of "Cuesta-Rey" and "El Sidelo" cigars.

The new Cuban "Ben Bey," of Grommes & Elson, is having a phenomenal sale without being featured at very many stands. The sheer merit of this smoke is winning its way to the front.

Victor H. Paraski, an employee of the county, was dismissed recently on the charge made by the Bureau of Public Efficiency, that he was calling on the cigar trade for a local house during the hours when he was supposed to be giving his services to the county. He has been reinstated, however, following a statement by the firm that he stopped working for them some time ago.

G. W. WHITCOMB.

Cigar Box Factory for Jacksonville

Officers of the Besser Patent Box Company recently paid a visit to Tampa, Fla., to inspect cigar box machinery in plants in that city. They desire to become acquainted with the manufacture of cigar boxes and it is understood that they intend to erect a plant in Jacksonville that will cost $25,000.

During the past week the American Cigar Company broke ground for their new four-story building, to be located at the corner of Passaic Street and River Road, Garfield, N. J. The new building is to cost $75,000.

Bradley & Newman, Knoxville, Tenn., distributors for the "44" cigar in that territory, are much elated over the success attending the sales of this very popular five-cent brand, business having increased wonderfully during the past few weeks.

Men Who Made Good

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ion, with a slight hesitation after each word. Nothing excites him. Each sentence is planned and considered before it passes from his lips. Whether this is the caution born of long years of experience, or whether it is just a survival of the Michigan drawl is not known, but anyway, when John J. Dolan talks there is something in his manner of speech that makes you say to yourself, "a wise man has spoken well." He convinces by the exactness with which he weighs each word.

Mr. Dolan lives at 19 Chalmers Place, on the north side, in one of the most exclusive residence districts in the city. However, it does not follow from this that he is exclusive, for he is not. He is common as an old shoe. He lives there because it is nice for his family. He would do anything for his family. When asked what his hobby might be he replied without more than the usual hesitation, "getting home in the evening to my family like the devil was after me." He belongs to the Chicago Real Estate Board, Cook County Real Estate Board, Press Club of Chicago (life member); Knights of Columbus, and the Michigan Society of Chicago.

In a business way the stores of Mr. Dolan are models of how a cigar store should be conducted and out-of-town retailers who chance to visit Chicago should drop into the "old place" at the corner of Washington and Dearborn Streets and take a look. If John J. is there he will be glad to explain the fine points of the retail business as he has figured them out, even down to the psychology of spelling "cigars" "seegars," as the word appears on all windows and signs connected with the Dolan stores. The leaders of the stores operated by John J. Dolan are "Henry Irving," "Baron De Kalb," "De Luxe," "Cuesta Rey," "Maravilla," "Partagas," "Montereys" and "Romeos." In addition to his large retail business, Mr. Dolan does some jobbing business, but he has never pushed this end. If he had he would have made money, for everything this financier of the retail cigar business in Chicago pushes is a boomerang which flies back to him in the form of profits.

This Display Made New Friends for the "Lovera"

Ike Wentworth, the genial representative for the Lovera Company in California, gave the patrons of the Owl Drug Store, at Seventh and Hill Streets, Los Angeles, something to talk about after he had dressed the window as shown in the accompanying illustration.

It is needless to say that many new customers were won for the "Lovera" by this tempting display.

"Lovera" cigars are now "made in bond," and this additional guarantee of quality has increased the home office orders tremendously.

New Jobbing House for Los Angeles

MUSSATTI, for the past year and more one of the ablest of the salesmen of the Klauber-Wangenheim Company, of Los Angeles, has decided to enter into the wholesale line. He will take with him as a partner, Mr. Boggio, a well-known merchant who is taking his first venture into the cigar field. Mr. Mussatti is very versatile, speaking seven languages fluently, and has a record in the trade that speaks for him everywhere.

This new jobbing house, which will be known as the Mussatti-Boggio Company, has taken over the well-known "Reynaldo" line, manufactured by Luckett, Luchs & Lipscomb, of Philadelphia. This cigar is made in fifty-two sizes and stands high in the estimation of smokers of high-grade cigars.

New Jobbing House for Detroit

The Michigan Tobacco Company, capitalized at $10,000, has recently been organized in Detroit and will conduct a general wholesale business in cigars, cigarettes and tobaccos, and will be Michigan distributors for William Tegge & Company, manufacturers of cigars.

The company will be located for the present at 261 Cass Avenue. Edwin F. Wilkinson, prominent in the steel manufacturing business and formerly of Columbus, O., is president. Robert Smith, formerly with John T. Woodhouse & Company, has been made secretary and treasurer and general manager.

We wonder what Dr. Osler would say if we were to tell him that Abram Hershour, who lives near Wrightsville, Pa., and who claims ninety years, helped his son Abraham this winter to strip a seven-acre tobacco crop. This, in addition to other chores about his home.

Recent Incorporations

Charles Hoffritz Cigar Box Company, Dayton, O. Capital, $25,000. Incorporators: E. Hoffritz and others.

Spring Hope Tobacco Warehouse Company, Spring Hope, Va., authorized capital, $25,000. Subscribed, $3000. Incorporators: C. B. Brant, O. B. Barnes and others.

Kenton Cigar and Tobacco Company, Kenton, O., was recently incorporated for the purpose of manufacturing and dealing in cigars and tobacco. William Laubis is named as incorporator, with capital of $4000.

The Farmers' Tobacco Warehouse Company, Bowling Green, Ky., recently filed a certificate of incorporation with a capital of $30,000; naming the incorporators as W. S. Mansfield, N. F. Hill, J. H. Kingston, Warner D. Hinton, W. H. Smith.

Enrico Pescia, Joseph Gisualdi and Philip Pisani, Brooklyn, N. Y., are named as the directors of the Chatsworth Cigar Manufacturing Company, New York City, which was incorporated a short time ago with a capital of $10,000.

A certificate of incorporation, capital $5000, has been filed by the Saco Cigar Company, Manhattan, N. Y. The incorporators are Harry Hofstetter, Benjamin Hofstetter and Isaac Schmal.

Among recent incorporations was that of W. H. Winstead, Incorporated, Goldsboro, N. C., with an authorized capital of $50,000, $1000 of which has been subscribed by W. H. Winstead and others. The new organization will deal in leaf tobacco.

COMMITTEE HEARS BOTH SIDES IN FIGHT FOR ANTI-COUPON BILL

(*Continued from Page 15*)

The witness said that the coupon business amounts to about $100,000,000 annually, of which the United Cigar Stores Company spends about $2,000,000, and the tobacco manufacturers spend $5,000,000. Mr. Stroock asserted that the coupon business benefits the lithographer and other trades, which furnish premiums. He characterized it as a method of advertising and the only form of advertising in which the consumer directly benefits.

Mr. Stroock said that the goods manufactured by one hundred and seventy-four independent manufacturers are handled by the United Cigar Stores Company, and that his company purchases annually about $4,700,000 worth of goods from the independent manufacturers out of a total annual purchase of $22,000,000. In other words, he said, the United purchases about twenty-three per cent. of its goods from the independent manufacturers. Inasmuch as the output of what are called the trust manufacturers is eighty-five per cent. of the total output of the country, said Mr. Stroock, it would appear that the United Cigar Stores Company sells a larger percentage of independent goods than do the so-called independent retailers.

Mr. Yerkes, on behalf of the independent manufacturers, suggested to the committee that the Underwood bill be modified by inserting the following for the taxing section of the measure:

"That there shall be levied, collected and paid by adhesive stamps, a tax of two cents for and upon every article or thing of value given by a retail dealer at the time of sale, or thereafter, with tobacco, cigars, cigarettes, little cigars or snuff, and said stamps to be attached or affixed by said dealer to said tobacco, cigars, cigarettes or snuff, and this tax to be levied, collected and paid at the following rates, according to the quantity of each sale, to wit: Two cents for each two ounces, or fraction thereof, of tobacco or snuff sold; two cents for each sale of ten cigarettes, or ten little cigars, or five cigars, or fraction thereof, and at the same rate for a sale or sales in larger quantities or numbers of tobacco, snuff, cigars, cigarettes or little cigars."

Among those who registered their appearance at the hearing in favor of the bill were Representative L. W. Mott, of New York; E. C. Berriman and Isaac Lipson, of Chicago, representing the Retail Cigar Dealers' Association of San Francisco, the Western Association of Retail Cigar Dealers of Tacoma, Wash., the Retail Dealers' Association of Chicago, Berriman Brothers, of Tampa, Fla., the Retail Merchants Association of Salt Lake City, Utah, the Manufacturers and Dealers Association of Chicago, the Tampa Merchants Association of Tampa, Fla., the Havana Cigar Manufacturers Association of Tampa, Fla., the Retail Cigar Dealers Association of Bellingham, Wash., the Retail Cigar Dealers Association of North Yakima, Wash., and the Alameda County Retail Cigar Dealers Association of Oakland, Cal.; Rawlins D. Best, of Covington, Ky., representing the Lowell Buffington Tobacco Company; Charles Dushkind, of New York City, representing the Independent Retail Tobacco Association of America; and Oscar S. Veit, representing the Independent Tobacco Salesmen.

Among those who registered their appearance in opposition to the proposed law were Louis H. Whalen, of Rochester, N. Y., of R. Whalen & Company; Thomas P. Littlepage, representing Bloch Brothers Tobacco Company, of Wheeling, W. Va.; Thomas W. Pelham, of Boston, Mass., representing the Gillette Safety Razor Company; William A. Coakley, representing the lithographers; and Henry Weigan, of the Weigan Tobacco Company.

The letter of Otto Eisenlohr & Brothers follows:

March 4, 1914.

Hon. Oscar W. Underwood,
House of Representatives,
Washington, D. C.

Dear Sir:

As cigar manufacturers, with an annual production of over 180,000,000 cigars, we take the liberty of addressing you upon the subject of the Anti Coupon Measure now before your committee (to levy taxes on the issuance of coupons, price tickets, etc.) to say that we consider that the enactment of such a bill would be greatly to the advantage of the tobacco trade generally, as the issuing of coupons can be done successfully only by very large business concerns, and this is seriously to the detriment of dealers who cannot meet such competition.

Aside from this, we are confident that a great many consumers regard the quality and merits of the article purchased as of secondary consideration in their eagerness to obtain the coupon, which brings about an unhealthy business condition. If the coupon were eliminated, the various brands of cigars would be passed upon by the consumer strictly upon the basis of price and quality, which, undoubtedly, would have a tendency to encourage a raising of the standard of quality, and the consumer, in this way, would have the benefit of the better value in the article itself, in place of practically buying the premium in conjunction with the cigar.

Very truly yours,

Otto Eisenlohr & Bros.

Extracts from the letter written by Bobrow Brothers to Representative Underwood:

"Amongst the several thousand dealers in cigars and tobacco in this city there are numbers of small stores conducted by widows, men with families whose visible means of support, aside from their little stores, has been taken away from them through illness or accident, and they are endeavoring every day to work out a livelihood from the cigar and tobacco business. The few penny profit they may have they are called upon to sacrifice if they are to meet the competition of the monster concern, who offers the coupon as an inducement to the consumer; for the consumer can purchase, when taking into consideration the value of the coupon, the same brand of article from one of the large so-called trust stores at the same price these smaller dealers are compelled to pay the self same so-called trust. We are quoting this in a general way, as we presume the general impression is that there is no connection between the two factors we are alluding to, but that is mere presumption. In our own business in the sale of cigars, where the large combined stores, or chain stores, as they are termed, sell our goods at the same price as little stores are compelled to sell them, but give this coupon with a cash value, which the little store cannot afford to give, thus creating an unfair competition."

* * *

"From any standpoint, from a consumer to the independent dealer, to the independent manufacturer, the coupon is an evil, and unfair competitor and a general disruption of fair competitive means of conducting a legitimate business."

* * *

"We sincerely trust that you can safely carry it through the House and that it will safely pass the Senate and become a law in the shortest possible time."

Yours very respectfully,

Bobrow Bros.

The important articles of the bill follow:

A BILL

To levy a tax upon the issuance of coupons, prize tickets, and other devices, and on the redemption, payment, purchase, or exchange of coupons, prize tickets, tags, bands, or other articles, things, or parts of articles or things that shall have been attached to, or packed in or with, or formed a part of, or encircling, or given with any manufactured tobacco, cigar or cigars, cigarette or cigarettes, or snuff, or any stamped package or receptacle thereof, and to forbid the packing of other things into packages of tobacco, cigars, cigarettes, or snuff.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That there shall be levied, collected, and paid by adhesive stamps, a tax of 2 cents for and upon every coupon, prize ticket, or other device, attached to, packed in or with, or forming a part of, or encircling, or given with or accompanying any sale of any manufactured tobacco, cigar or cigars, little cigar or little cigars, cigarette or cigarettes, or snuff, or any stamped package or receptacle thereof, if any such coupon, prize ticket, or other device, contains any direct or indirect promise, or proposition, or offer, to make redemption or payment in cash therefor, or for any number of same, or to exchange property therefor, or for any number of same, whether such redemption, payment, or exchange, is made or is to be made by a manufacturer of, or dealer in, such tobacco, cigars, cigarettes, or snuff, or any other person, firm, or corporation.

Sec. 2. That on and after the first day of September nineteen hundred and fourteen, there shall be levied, collected, and paid, by adhesive stamps, a tax of 2 cents for, and upon redemption, payment, purchase, or exchange of, any coupon, prize ticket, tag, band, or any other article, thing, or part of an article or thing, which before being offered for such redemption or purchase shall have been attached to,

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(*Continued from Page 26*)

packed in or with, or formed a part of, or encircled, or given with, or accompanied any sale of any manufactured tobacco, cigar or cigars, little cigar or little cigars, cigarette or cigarettes, or snuff, or stamped package or receptacle thereof.

Sec. 3. That coupons, prize tickets, and other things mentioned in the first section of this Act, stamped in accordance with the provisions thereof, notwithstanding anything contained in the second section hereof, upon being offered for redemption or sale shall not be required to pay said tax, but all coupons, prize tickets, and other things mentioned in said first and second sections hereof, not stamped when issued by the manufacturer, merchant, or other person, firm, or corporation issuing same, shall, if presented for redemption on and after the said first day of September, nineteen hundred and fourteen, be stamped as provided in said section second hereof by the person, firm, or corporation presenting the same for redemption, purchase, or exchange.

Sec. 6. That if any person shall forge or counterfeit, or cause or procure to be forged or counterfeited, any stamp, die, or other instrument, or any part of any stamp, die, plate, or other instrument, which shall have been provided, or may hereafter be provided, made, or used in pursuance of the provisions of this Act or any previous provisions of law on the same subject, or shall forge, counterfeit, or resemble, or cause or procure to be forged, counterfeited, or resembled, the impression, or any part of the impression, of any such stamp, die, plate, or other instrument, as aforesaid, upon any paper, or shall stamp or mark, or cause or procure to be stamped or marked, any paper with such forged or counterfeit stamp, die, plate, or other instrument, or part of any stamp, die, plate or other instrument as aforesaid, with intent to defraud the United States of any of the taxes hereby imposed, or any part thereof, or if any person shall offer, or sell, or expose to sale, any paper, article, or thing, having thereon the impression of any such counterfeited stamp, die, plate, or other instrument or any part of any stamp, die, plate, or other instrument, or any such forged, counterfeited, or resembled impression, or any part of any impression, as aforesaid, knowing the same to be forged, counterfeited, or resembled; or if any person shall knowingly use, or permit the use of, any stamp, die, plate, or other instrument, which shall have been so provided, made, or used, as aforesaid, with intent to defraud the United States; or if any person shall fraudulently cut, tear, or remove, or cause or procure to be cut, torn, or removed, the impression of any stamp, die, plate, or other instrument which shall have been provided, made, or used in pursuance of this Act or of any previous provisions of law on the same subject from any paper or any instrument or writing charged or chargeable with any of the taxes imposed by law; or if any person shall fraudulently use, join, fix, or place, or cause to be used, joined, fixed, or placed to, with, or upon any paper or any instrument or writing charged or chargeable with any of the taxes hereby imposed any adhesive stamp, or the impression of any stamp, die, plate, or other instrument which shall have been provided, made, or used in pursuance of law, and which shall have been cut, torn, or removed from any other paper or any instrument or writing charged or chargeable with any of the taxes imposed by law; or if any person shall willfully remove, or cause to be removed, alter, or cause to be altered, the canceling or defacing marks on any adhesive stamp with the intent to use the stamp, or to cause the use of same after it shall have been once used, or shall knowingly or willfully sell or buy such washed or restored stamps, or offer the same for sale, or to give or expose the same to any person for use, or knowingly use the same, or prepare the same with intent for the further use thereof; or if any person shall knowingly and without lawful excuse, the proof whereof shall lie on the person accused, have in his possession any washed, restored, or altered stamps which have been removed from any article, paper, instrument, or writing, then, and in every case, every person so offending, and every person knowingly and willfully aiding, abetting, or assisting in committing any such offense, as aforesaid, shall, on conviction thereof, forfeit the said counterfeit, washed, restored, or altered stamps and the articles upon which they are placed and be punished by a fine not exceeding $1000, or by imprisonment and confinement to hard labor not exceeding five years, or both, at the discretion of the court. And the fact that any adhesive stamp be bought, sold, offered for sale, used, or had in possession, as aforesaid, has been washed or restored by removing or altering the canceling or defacing mark thereon, shall be prima facie evidence that the stamp has been once used and removed by the possessor thereof from some paper, instrument, or writing charged or chargeable with taxes imposed by law in violation of the provisions of this section.

Sec. 8. That whenever any person, firm, or corporation violates any of the provisions of section one, section two, or section three hereof by the issuance of any coupon, prize ticket, or other device, as provided for in section one, without attaching thereto any adhesive stamp denoting the tax before mentioned, or after the first day of September nineteen hundred and fourteen, presents for redemption, sale, or exchange, or redeems, purchases, or gives property in exchange for any coupon, prize ticket, tag, band, or any other article or thing, as provided in section two hereof, without affixing thereto an adhesive stamp denoting the tax herein provided for, or violates any of the provisions of section seven hereof, such person, firm or corporation shall, upon conviction thereof, be punished by a fine of $50 for every failure to affix such stamp or stamps.

STATEMENT OF LIGGETT & MYERS SHOWS SHRINKAGE IN PROFITS DURING PAST YEAR

Extra Dividend Announced—Company Proposes to Issue $7,376,100 Additional Preferred Stock—Stockholders May Subscribe on a Basis of One New Share for Every Five Now Held—Earnings on Common Stock Only 25.04 This Year

AT the annual meeting of the Liggett & Myers Company the report of the operations for 1913 was read, showing total profits of $8,308,666, a decrease of $709,455. The company earned 25.04 per cent. on the common stock, against 28 3/10 per cent. in the preceding year. It was announced that a special meeting will be called to authorize an issue of $7,376,100 additional seven per cent. cumulative preferred stock. Stockholders will have the privilege of subscribing to the new stock in cash at par in the proportion of one share of new preferred stock for each five shares of stock, whether preferred or common, now held by them.

The income account for the year ended December 31, 1913, shows:

Net profit from oper.	$7,860,985 —	$914,207
Divs. from subsid. cos.	447,681 +	5,181
Total profits	$8,308,666 —	$719,026
Surplus after charges	6,459,731 —	709,455
Preferred dividends	1,076,866	Unchanged
Balance	$5,382,865 —	$709,455
Common dividends	3,439,424 +	2,794,532
Balance	$1,943,441 —	$3,503,987
Previous surplus	5,803,050 +	5,447,427
Total surplus	$7,746,491 +	$1,943,440

An extra dividend of four per cent. on the common stock was announced, payable April 1. The retiring directors were re-elected.

President C. C. Dula issued a statement relative to the proposed stock increase. The statement in part follows:

"The cash working capital being inadequate to meet these demands without excessive borrowing, sound business policy requires that it be increased. The directors feel that it would be unjust to the common stockholders to push to an extreme the policy of accumulating these additional resources from earnings which are fairly distributable as dividends upon the common stock, and the only alternative is to procure the necessary money through increased capitalization.

"They have, therefore, decided to recommend to the stockholders an increase in the preferred stock of the company by the issue of $7,376,100 additional seven per cent. cumulative preferred stock, to be issued at such times and in such amounts as the directors determine to be necessary.

"Notwithstanding the conservative policy of the company in the declaration of dividends on the common stock, it still finds its cash resources inadequate for the needs of the business. The amount withheld from net earnings applicable to dividends upon the common stock in the two years of the company's operations is equal to more than one-half of the total amount of the outstanding preferred stock. Even with this addition to its resources, the company has found it necessary to borrow considerable amounts of money with which to make its necessary purchases during the early part of the year, which is the leaf-buying season.

"These purchases necessarily call each year for the investment of large amounts of money, which are released only by degrees, as sales of the manufactured products are made later in the year.

"That the net earnings are not quite so large as in the previous year is due principally to the increased cost of leaf tobacco and the greater activity in the competitive conditions under which the business is carried on. All kinds of leaf tobacco used by this company have materially advanced in price, and a considerable increase in the volume of our business has necessitated the heavy purchases of leaf at this high cost."

Big Fire in Dallastown Factories

DALLASTOWN, PA., March 10, 1914.

Three warehouses and a box factory, together with a large quantity of leaf tobacco, were destroyed this morning in a fire at Dallastown, York County. The loss approximates $75,000, partly covered by insurance. The properties destroyed were the tobacco warehouse and re-sweating house of Knaub & Nees, the lumber warehouse and cigar box factory of Michael Hose and the tobacco warehouse of Hose & Brillhart.

High winds drove the flames and frozen water plugs delayed the firemen to such an extent that for a time the entire town was threatened. With assistance secured from the neighboring borough of Red Lion, the fire, which started at seven o'clock in the morning from a defective flue in the Knaub & Nees resweating house, was brought under control at about ten o'clock.

The heaviest loser is Michael Hose, who, individually, owned the cigar box factory and was associated with Al T. Brillhart in the cigar business, in addition to the scrap and box factory, with all the machinery, the warehouse along Walnut Street contained almost 300 cases of tobacco, some very valuable. Their combined loss is estimated at $65,000, about half of which they think will be covered by insurance. Mr. Nees, of Knaub & Nees, said they had only $200 on the building and $1500 on the stock, and estimates the combined loss outside the insurance at over $3000. No statement was made as to rebuilding by those involved and none will be until the insurance is adjusted, though work may be resumed in the Dallastown factory, which was only damaged to the extent of about $500, in a few days.

E. P. Churchill Files Bankruptcy Petition

Edward P. Churchill, a cigar manufacturer of 168 North Main Street, Springfield, Mass., has filed a petition in bankruptcy in Boston. His debts are scheduled at $807.39, with no assets. There are about a score of unsecured creditors. Among them are: J. U. Fehr & Son, Reading, Pa., $108.66; Mrs. J. H. Hopkins, Ellington, Conn., $150; Reginald Spier, Enfield, Conn., $90.

Petition in Bankruptcy

Arthur O. Bernson, tobacconist, of Main and Snow Streets, Fitchburg, Mass., was petitioned into bankruptcy by creditors in the United States District Court in Boston, on March 4. This action was taken by three creditors of Fitchburg, whose accounts aggregate $4928.91. Their reason for so doing is based upon an alleged statement of Mr. Bernson's that he was unable to pay his debts and that he was willing to be adjudged a bankrupt.

Cigar Dealer in Voluntary Bankruptcy

Herbert C. Harvey has filed a voluntary petition in bankruptcy with the clerk of the United States District Court in Knoxville, Tenn. He is a tobacco merchant and lists his assets at $2619.20, represented mainly by his stock on hand of tobacco, cigars, etc. The liabilities, as filed by the petitioner, are $5219.56.

His place of business is located on Wall Avenue, near Market Street.

Receiver Named for Cigar Company

H. W. Davis has been named as receiver for the Solla-Carcaba Company, cigar manufacturers of Chicago, Ill. The receiver, following his appointment by Judge Gibbs, of the Circuit Court, took charge of the factory which is closed, and placed an expert accountant on the books.

The appointment of a receivership came about through the application of the firm for a dissolution of partnership.

Notes of the Trade

"El Briche," San Martin & Leon, is being featured by Jacobs Pharmacy, Atlanta, Ga.

"Charles the Great" still holds its own in St. Louis.

"New Bachelors" took quite a jump in Kansas City recently, as the result of the persuasive powers of Oscar Banghart, T. J. Dunn & Company.

"Savaronas" are well liked in Buffalo, if the orders received by H. S. Michael, who recently visited that city, are to be taken as a criterion.

Sales of "San Felice," in Jacksonville, Fla., are much on the increase as the result of the recent boosting of Nick King, of Deisel-Wemmer fame.

Baker Brothers, Boston, Mass., New England jobbers and distributors of the "San Felice" nickel cigars, are kept on the jump, filling orders on this well-known brand of the Deisel-Wemmer Company.

Charles D. Manning, one of the "live wires" of Syracuse, N. Y., and sole local distributor for Bayuk Brothers' famous "Havana Ribbon," reports success on the sale of this brand, each succeeding month witnessing an increase in the sales over those of the month previous.

"Van Dyck" cigars, M. A. Gunst & Company, are being distributed by J. P. Whitwell, St. Paul, Minn. Mr. Whitwell reports a steady sale on the brand.

"Graham Courtney Brevas" are being featured by the Sibley, Lindsay & Curr Company, Rochester, N. Y.

Business on the "Baron de Kalb" and "Segar de Luxe" is still on the increase in Buffalo. Ask John W. Merriam, who visited that city recently.

Quite an increased business has been the result of the display of "Reynaldo" cigars, recently featured by Louis G. Smith, the well-known New York dealer, with headquarters on Beaver Street.

"Savaronas" in Porto Rican goods, and "Cuesta Reys" in clear Havana, are being boosted by Dee McCallum, Oklahoma City, Okla., with quarters at Strain and Harvey Streets. Good business is reported on the brands.

"Hard Times" Without Foundation

That the "hard times" gospel, now being preached so strenuously in New Brunswick, N. J., is not to be taken too seriously, is borne out by the fact that the New Brunswick Cigar Company, that city, has room for 423 girls at its factory on Somerset Street. In a statement to the trade, 400 girls are to be taken on, 100 each week, providing they apply for employment. Just as soon as a girl demonstrates her capability, she will be given an opportunity to earn as much as fifteen and sixteen dollars per week. Nor will she be harassed by a natural slowness, inasmuch as the company will give each employee an ample period in which to become thoroughly familiar with the work being done. Certainly, a policy of this calibre leaves little room for improvement.

Cuesta-Rey Sterilizing Machine Deals Death to Germs

THIS photograph shows the Franklin S. Smith electric sterilizing machine in operation in the Cuesta-Rey factory, in Tampa, Fla. "The truly Spanish House" has introduced this machine in their factory as evidence of their intention to give the smoker not only the best cigar that can be made for the money, but one that can arouse no doubts in the mind of the consumer as to "Cuesta-Rey" cigars being free from any danger of contamination.

After the cigars have been packed, boxed and sealed, they are passed through this machine where the powerful waves of the X-ray deal instant death to germs and insect life.

The machine was installed by Mr. Smith, personally, and the invention is now the property of D. C. Gillet, of Tampa.

This machine was first exploited to the trade in THE TOBACCO WORLD in the issue of February 15, 1910. The original machine is now in operation in the S. R. Moss Cigar Company plant, at Lancaster, Pa.

Cuesta Rey have carefully experimented with the improved machine and are now sterilizing all their cigars with it.

Society Woman Manufactures Cigarettes

Located in a small room in the annex of the select Washington Apartments, Charles Street and Mount Vernon Place, Baltimore, Md., cigarettes are manufactured by Miss Frances Taylor Gilmor, a very prominent society woman of that city. Miss Gilmor, who is the daughter of the late Judge Robert Gilmor, is assisted, or rather directed in her new undertaking by a Russian Jewess, whom Miss Gilmor imported expressly for the office she fills. The plant, which is listed as Factory 13 D, in the Internal Revenue Office, contains no machinery for the manufacture of the cigarettes, which are fashioned by hand. Though in operation about one month, a daily average of from 1500 to 2000 cigarettes of the finest Turkish quality are turned out, and they may be found on the stands of many of the large hotels in Baltimore.

"F. Lozano," the well-known Havana cigar of F. Lozano, Son & Company, has been taken on for distribution by R. H. Tiffany, Syracuse, N. Y.

Mascot Cigar Company Manufacture at Jacksonville

In order to supply the demands of Northern jobbers for Florida cigars, the Mascot Cigar Company, New York, opened a factory in Jacksonville, Fla., within the past week, for the manufacture of strictly high grade cigars. The factory, which is located at Bay and Liberty Streets, will give employment to from fifty to one hundred cigarmakers, many of them having already come from Tampa, experienced and first class in every respect. The company plan to manufacture a Florida cigar that will meet the most exacting requirements of a discriminating clientele.

Old-Time Tobacconist Sells Stand

The cigar store and factory on South Main Street, Phillipsburg, N. J., for forty years conducted by August Schultz, and more recently by his son Frank, has been sold to two of his cigarmakers, Daniel Zeigler and Joseph Pfeiffer. The latter was employed in the Schultz factory for thirty-seven years, and the former for thirty-four years.

Los Angeles

Business Keeping Up to Standard—City Now Getting Mid-summer Weather—Klauber-Wangenheim Company Very Busy—Heavy Call on the Coast for "Havana Ribbons"

LOS ANGELES, CAL., March 6, 1914.

KLAUBER-WANGENHEIM COMPANY have been unusually busy with both city and country business. The order department is moving at full speed at this time. Mr. J. B. Bonhaus, salesman for this firm, is now in the Bakersfield and Oil section of Kern County, and his orders for "Chancellor" cigars from this territory show a decided increase.

Mr. Marx, of Klauber-Wangenheim Company, has just returned from Arizona and New Mexico with a splendid business on "Optimo," "Picadura Import," "Post Dispatch" and "Permits." This firm has been doing a fine business on "Havana Ribbons," a five-cent cigar, which is showing splendid results here. "Pippins" continues to be one of the leaders in this market, and the high quality of this famous brand has been always maintained.

Business and weather conditions are of the best at present and business is continually coming in from the country territory. The exceedingly pleasant weather, which reminds the native Californian of the California summer, is much in evidence at this time.

Haas, Baruch & Company, distributors of the well known "Iris" line of high-grade canned goods, have been identified with the growth of the Southwest for nearly half a century.

This great concern of wholesale grocers and cigars occupies one of the most modern structures in the United States. This company is the outgrowth of the modest partnership formed in 1871 by Jacob Haas, Abraham Haas and Herman W. Hellman. Then Los Angeles was but a village, but it was not long before the business showed signs of remarkable prosperity that pointed to the company's future success.

In 1886 the business, long having outgrown its original quarters, moved to the German block on Los Angeles Street. About this time Mr. Hellman withdrew from the firm to commence his long successful career as a banker, and in the following year Jacob Haas died. Meanwhile Jacob Baruch had entered the business and the present firm name was adopted.

Not quite two years ago Haas, Baruch & Company moved into its present handsome structure at Second and Alameda Streets. Expense was not spared in installing every modern device that makes for cleanliness, sanitation and efficiency in the preparation of pure, wholesome products for the tables of the Southwest. This firm has always been the possessor of a large cigar department and handle many well known and widely distributed brands of cigars, cigarettes and stogies. At the present time Mr. Cameron C. Trau is at the head of this department and is making "good."

W. A. "Bill" Yochem, representing Bayuk Brothers, makers of the "Havana Ribbon" cigar, has been paying a visit to Klauber-Wangenheim Company, distributors of this cigar, for the past week, and expects to be with us about two months longer. He quite surprised himself and Klauber-Wangenheim Company in that he has been making good from his first day here. Klauber-Wangenheim Company were forced to wire the factory for more "Havana Ribbons" by express, for the reason that "Bill" sold out their entire stock during his first few days of work. Even if Yochem does come from the city of Philadelphia, known jocosely hereabouts as the "Sleepy City," he is an exception in that he is as wide-awake as they make 'em. The cigar is getting an excellent distribution by Klauber-Wangenheim Company.

R. W. Davis, of the cigar company of which he is the head, makers of the already famous "Don Remo" cigars, left Los Angeles for San Francisco and will return here about April 18th. He has already arranged to give an elaborate banquet to the cigar sales force of M. A. Newmark & Company for their fine work shown in the distribution of the "Don Remo" cigar. I will give the details of this affair in full at a later date, as I have been graciously extended an invitation to attend.

Geo. Yocum, of Yocum Brothers, manufacturers of the "Y-B" and "Spana Cuba" cigars is one of the most busy fellows in this section tacking signs. All that the eye can see hereabouts is "Y-B" be added that he "never spares a nail," and the signs Yocum tacked up make a lasting impression, for the wind cannot blow them off. These cigars are handled by the Klingenstein Company and are two of the most heavy seed and Havana sellers in this market.

J. J. Gans Brothers are facing a great shortage of "Tom Keene" cigars. There are no goods in sight and orders coming in from everywhere. There appears no relief in sight.

"Copyright," a five-cent cigar, manufactured by Luckett, Luchs & Lipscomb, of Philadelphia, is the talk of the town this day. Woodward-Jones-Johnson, distributors for the factory of "Copyright," report a heavy demand for this splendid seller.

ALA-KALI.

Cleveland

New Cigar, the "Tom L."—Orders Piling Up on "La Saramita"—Stores Being Restocked for Spring Trade

CLEVELAND, O., March 11, 1914.

LOCAL trade is opening up with a boom for the spring season; quite a number of stores are being started and the old ones are being remodeled and also restocked.

The Erie Cigar Store, which sustained a total loss by fire several weeks ago, have opened up a new store at 2162 East Ninth Street, and moved the manufacturing plant there and beginning to regain their lost trade.

George B. Scrambling Company reports business as exceedingly good among the brands that they are featuring and which are meeting with unusual success. They are the "Osmondo," "Van Dyke," "Duquesne," "Owls," "Henry George" and "Montoros." Their jobbing business so far this year has run ahead of last and their retail stand is doing very nicely.

Grover Mendelsohn, of the Mendelsohn Cigar Company, has left on a trip through the West, being gone quite awhile, covering the Central and Middle West, on "Decisions," "Rigolettos" and "El Symphonies." His father, who has not been in Cleveland since his recent illness, is here and will remain until Mr. Mendelsohn returns from his trip.

The Snyder Cigar Company has just added "London Whiffs" to their stock, which are manufactured by the London Whiff Cigar Company, and have displayed them in all their windows.

Everett Lausten, who is operating the Euclid Arcade Cigar Store, has discontinued business and is selling out stock and fixtures.

Mr. Mahoney, in charge of the cigar department of the Euclid Arcade bowling alley, reports business as far exceeding their fondest expectations. They have three stands displaying cigars in the pool and billiard hall, one in the bowling alleys and one in the cafe, and they are catering to thousands of people daily.

Cy Falkenberg, who was in charge of their bowling alley, has left for the camp of the Indianapolis Federal League, where he will play this season.

Stace & Vincent are doing immense business in both their Euclid Avenue stands. They have one located opposite Fifty-seventh Street and the other in the Alhambra Building at East 105th Street.

The "Percy Haswell," which has proved a big winner, is one of the best packages on the market, being put up in the entire blue lable with light blue backing, and has met with universal success in all parts of the city.

A new cigar is being put up here and being widely distributed; this is the "Tom L." cigar, is put out with the head of Mayor Tom L. Johnson, and is selling for three cents.

George Bassett reports business as extremely good for this season of the year; his arcade through to the Empire Theatre is drawing large crowds daily and tends to make his business exceedingly good; he is constantly featuring fruit in his window which comes from his land in the Isle of Pines, which makes the natives around here sit up and take notice, as the fruit display is of exceeding size. Mr. Bassett is looking forward to spending his summer vacation on his island property.

W. O. Blasheky, of the Shields Wertheim Company, has just purchased a brand new machine and is expecting thereby to increase their sales and territory on "La Saramitas" and "Saramita Fives." Leo Eastern, foreman of the above-mentioned factory, has just recovered from a very serious operation and is again able to take up his duties. Fred P. Shields has just returned from his Eastern trip and brings back many orders for "Saramitas" and "Saramita Fives." These brands are taking a hold nicely in this section.

Hi Hammer, of Coral y Wodiska Company, was in town the past week putting in some good work on their numerous brands in town here.

Mr. Allen, of the Pyle & Allen Company, is in the East. Everything is going along fine in their retail stores and their wholesale business is coming to the fore by leaps and bounds.

Fred C. Gollmar, of the Fred C. Gollmar Company, reports business is exceedingly good. They are making big runs on their own brands of imported and domestic cigars, also tobaccos and cigarettes, and are giving their trade the best of merchandise obtainable. Among the cigars that they feature are "Somellos," "El Modelos" and "Saramyts."

JERRY.

Revenue Receipts for February

According to the report of Collector Kirkendall, revenue receipts from the Ninth Internal Revenue District of Pennsylvania, for the month ending February 28, 1914, amounted to: on cigars, $190,118.70, and on tobacco, $23,388.54, making a total of $213,507.24, received on cigars and tobacco.

CLUBDOM SMOKING No. 11

The Hamilton Club of Chicago

(This is the eleventh of a series of sketches of the leading social clubs of the United States, paying particular attention to the cigar departments, purchasing agents and the favorite brands of each club.)

Articles in this series have appeared on the following clubs:

No. 1—Lambs' Club, New York.
No. 2—Union League, Philadelphia.
No. 3—City Club, Chicago.
No. 4—Olympic Club, San Francisco.
No. 5—The Pittsburgh Athletic Association.
No. 6—The Chicago Athletic Association.
No. 7—The Illinois Athletic Club, Chicago.
No. 8—The Union League Club, Chicago.
No. 9—The Fellowcraft Club, Detroit.
No. 10—University Club, Chicago.

NEW clubs in Chicago are looked upon with more eager eyes by rising young business and professional men than the Hamilton Club. In fact, it would be safe to say that membership in this old and exclusive organization is more coveted than affiliation with any of the other downtown social organizations. Few clubs in the city can boast the honorable traditions which repose in the archives and general atmosphere of the Hamilton Club. Then another thing. To belong to the Hamilton Club amounts to recognition at the hands of the highest social court in the city that the aspirant is a good fellow. Without exception, all the members of the Hamilton Club are good fellows. Somehow or other, the rest stay on the waiting list.

The Hamilton Club is a social Republican Club. Unlike the Union League Club, the Hamilton Club is out-and-out one of the limbs of the grand old party. Through the lean years and the fat ones the Hamilton Club has occupied an honored seat in the councils of the party. Presidents, senators, judges and orators are so common around the rooms of the club at 20 South Dearborn Street, that the bell-boys think nothing of telling them to step lively now and then when they think the elevator should wait for them with a brass band. Famous men, both in the present and past, have written their names on the membership list of the club, which is a long one in non-resident members as well as in active ones.

Now, with all these famous men, surrounded, of course, by many who are not famous, but only rich, it might be well to learn what they smoke. Taking the elevator to the third floor, the main cigar counter of the club will be found in a special room for that purpose. This room is located somewhat in the rear, near the wash room, and not far from the check room. The front portion of the floor is given over to an elegant lounging room, and includes the main desk of the club.

On the wall of the cigar room, as the room which contains the main stand may be well designated, hangs a large picture of William McKinley. The martyred president was a member of the club, and many a time purchased the strong, black cigars which he loved so well at the very case which still features the room. The case in question is constructed entirely of glass and is extra deep. It stands on the east side of the room, the space intervening between the case and the wall being used by members in passing to and from the wash room and check room. Everything is neat, clean and suggestive of quality at any price.

C. R. Aiken is in charge of the cigar department of the club. He is a young man for his position, but he gives the immediate impression of ability to do well anything which he tackles. He is assisted by Axel Johnson, and between the two of them, helped by the waiters and other servants, they handle things in excellent fashion. Mr. Aiken was formerly manager of the retail store of Egner & Company, located in West Adams Street. He has been in the cigar business in various capacities and with various concerns for the past twelve years, so that he is well seasoned for the important work of looking after a cigar department of which so much is exacted in the way of service and quality as is the case with the Hamilton Club. Mr. Aiken has some decided views on the cigar business in general. For instance, he believes that in late years the manufacturers of Tampa and other cities located in this country have been turning out better work at lower prices than the manufacturers located on foreign soil.

"I think I can see a tendency," said Mr. Aiken, "in so far as I can speak for the trend of the trade in the Hamilton Club, to place less value on the double stamp and cling more and more to the brands which are made in this country and which have been judged by experts to be the equal if not the superior of the imported article. I can remember the day when the critical smoker here in Chicago would not think of even so much as giving a trial to a cigar which was not imported. If the cigar was made in this country, that settled it. He had no further interest. This, however, is not the case now. Smokers who do not care what they pay for a cigar so long as they get the quality have found that the American manufacturers know how to make good cigars too. I can notice a decided decrease of the snobbish spirit which will turn a good cigar down just because it was made under the stars and stripes."

While the cigar stand on the third floor of the Hamilton Club is the main stand and does the most business, it is not by any means the only stand in the club. Three others may be found on the fourth, eighth and ninth floors, respectively. The one on the fourth floor is in connection with the billiard room, and like the subsidiary stands, as they may be called, in the other clubs of the city, is main-

(Continued on page 33.)

Detroit

Police Ban Dancing in Cafes—Detroit Cigar Output Below Last Year—Retail Business Not Up to Standard—Howell Selling "Savarona" and "Mango"

DETROIT, MICH., March 9, 1914.

IS this or is this not a free country? That question is being asked by the proprietors of the Edelweiss Cafe and the Penobscot Inn. The Edelweiss several weeks ago put in two dancers, well known exponents of the tango, one-step, hesitation and maxixe. Up to the time of their engagement the Edelweiss was doing only a fair business, but since these dancers came it is simply impossible to get a table there any evening after eleven. The writer dropped in there last Saturday and men and women were actually eating standing up simply to be where they could watch the dancers. The Penobscot advertised a well known dancing couple would appear there, starting with Monday, March 9th. On March 7th the police department issued an order to the cafe owners that no dancing would be allowed, either by professionals or the public. If this is enforced it is going to be a terrible blow to the cafe proprietors and, of course, the cigar departments will also suffer. "I can't help but regard the order as being unjust," said Charles Glaser, proprietor of the Edelweiss Cafe. "Financially I see several thousand dollars loss ahead of me, my two performers being booked five weeks ahead at a weekly salary of $500. The increased patronage at my restaurant and cigar department disproves any intimation that the dancing is not artistic. There is not the least thing offensive in two high-class professionals performing the new steps, which certainly are the height of terpsichorean art. It is a feature in line with those of the other leading cities. Until the order is revoked, however, I intend to comply with it."

In connection with this phase of cafes, it really does seem as if the rights of the American people are being tampered with most unjustly. If such outrageous orders by the police department keep up and legislatures keep on passing any more of these laws, it won't be long before we will all have to pay a fine if we are seen on the public streets after nine o'clock at night. It's high time that the proprietors of these places and also the cigar dealers of every city got together and formed a strong organization to combat such ordinances and legislation. Right here let it be said that it is to be sincerely regretted that in every city there is not a strong organization of cigar dealers, which naturally would include cafe proprietors. If there was, they could take a hand in the various matters that come up from time to time concerning their business; as it is now, a complaint from a cigar dealer as an individual counts for nothing, whereas coming from a solid organization would go for something. Take a tip, cigar dealers, both large and small, and organize yourselves into local associations. The bricklayers, the bankers, the painters, the laundry owners, every other line you can think of, are organized, so why not the cigar dealers, who represent possibly the largest industry in the world?

Despite all the encouraging reports by local cigar manufacturers, the fact remains that for the past four months the numbers of cigars in the city of Detroit are not being turned out in as big quantities as compared with the previous twelve months. There are a few manufacturers, such as the San Telmo, Wayne, Banner and Mazer, who no doubt have increased their outputs, but on the other hand there must be many who are turning out less, if we are to judge the reports of the internal revenue office, which we know to be absolutely correct. For instance, take the month of February:

1914.		
Cigars	$66,426.08	22,142,026 cigars
Tobacco	173,280.21	2,166,002 pounds
Snuff	568.00	710 "
1913.		
Cigars	$69,505.68	23,168,560 cigars
Tobacco	170,347.96	2,126,849 pounds
Snuff	517.60	647 "

It will be noted that during February of this year, a total of 1,026,534 cigars less were made than the same month last year. In our issue of March 1st we showed figures where 813,456 less cigars were made during January of this year as compared to last.

Frank Smith, former manager of the cigar department at the Hotel Ponchartrain, and one of the best known men in Detroit not only in the cigar trade but among the high-class smokers, has taken hold of the cigar and periodical stand in the Hammond Building, which he will run on a percentage basis for the Lafond Company. The stand has always done a nice business, but with a man of Mr. Smith's standing in the community there is opportunity for still further increasing the business. It is located right in the "Wall Street" district and only a stone's throw from every big office building. Here's wishing Frank every success in his new venture.

Retail business seems to have fallen off in the past ten days. No particular reason unless men are economizing. Quite a number of dealers have complained that their trade is not as brisk as it should be for this time of the year.

A new cigar store will soon be opened in the Broadway Theatre Building on Broadway. This theatre closed sometime ago owing to poor business, but it has since been taken over by B. C. Whitney, one of the best known theatrical men in the country, who will redecorate it and open with a new class of attractions.

General Manager Lieberman, of the Central Cigar Stores, expresses himself as being more than satisfied with the business at his various branches. Mr. Lieberman has the right idea of success. He says that if a man will only have patience, and will give his customers the best goods he can for the money, it is only a case of waiting long enough and then you will have a steady clientele that cannot help but mean success. "The trouble with the average store, especially those away from the down-town district, is that he tries to give his customers the cheapest cigar he can for the money; in other words, he favors long shots," said Mr. Lieberman. "The smoker of today is getting to know what is a good cigar and what he should get for his money. Now, then, if he goes into one of these stores playing the long-shot game, and he buys one of them, the result is that the next time he wants a cigar he isn't going in that particular place. He will prefer to wait until he gets down town, where he knows he can go into such places like the Central Cigar Company, Mel Soper's Bert Johnson's or E. M. Harris, and get value received."

The Central Cigar Store is the name of a new store opened at 105 South Burdick Street, Kalamazoo, and the proprietor is J. L. Mondey, who for some time has been in the employ of the Cleenewerck stores. Mr. Mondey is well known among the business men of his city and there is no question that his stand will prove a most popular one.

Both Sunday papers of March 8th carried a two-column cut of Bert Johnson, who owns the cigar department at the G. & R. McMillan store. It is owing to Mr. Johnson that the weekly luncheons of the Moslem Temple members are proving so successful.

The Kalamazoo Label Company, of Kalamazoo, Mich., will shortly begin the manufacture of a patented cigar case. Machinery and equipment necessary to turn them out is now being installed.

Cornelius Vandenbout and Henry A. Gerbers have entered into the cigar manufacturing business as the Gerbers Cigar Company, with factory quarters at 610 West Fulton Street, Grand Rapids. Mr. Gerbers has been in the cigar business for some years, and is well experienced along that line.

Charles J. Holton has returned from a six weeks' sojourn among the tobacco planters in Cuba. He finished up his trip by participating in all of the Mardi Gras festivities in Havana. "The two sets of prices on the menu card in the Cuban capital cafes appealed to me about as much as anything I experienced while away," said Mr. Holton, in speaking of his vacation. "Each item of food is designated in the Spanish and English language. The prices are marked against the English, but none against the Spanish. This is to allow an elasticity to the Cuban purse. But there is one item the price of which is not marked on either column. That is a salad. I wanted a tomato salad and, not knowing the Spanish for tomato, had a devil of a time making my wants known on one occasion. After a pantomimic display of a tomato and dressing, including vinegar, oil, pepper and salt, the waiter brought me an orange. One should know the Spanish language after a fashion to gain pleasure in a sojourn in Cuba."

Claude E. Howell, the popular Grand River Avenue jobber, has just added the "La Dinora" cigar, a broadleaf, made by T. J. Dunn & Company, who also make the "New Bachellor," likewise handled by Mr. Howell, who in time hopes to make the "La Dinora" as well known and as well liked among the high-grade smokers as is the "New Bachellor" among its particular clientele.

H. S. Michael has departed from Detroit after having spent some time with Claude E. Howell in the interest of the "Savarona" cigar. The "Mango," a five-cent cigar, also manufactured by the "Savarona" people, has recently been added to the line of Mr. Howell.

George Longwell, who has been manager of the Cleenewerck Cigar Store in Battle Creek since it opened, has resigned to take a road position with the Liggett & Myers Tobacco Company. He is succeeded by Elmer Prentice, formerly with the Oppenheimer Cigar Store.

Miss Lucile Watson, sister of Eugene Watson, of the Harry W. Watson Cigar Company, of Detroit and Flint, was married on February 24th, the wedding being one of the most beautiful this season. The affair took place at the Watson home in Flint. Eugene Watson was best man and Mrs. Eugene Watson acted as matron of honor, while Miss Pauline Watson attended as maid of honor. The young couple left for Havana, Florida and other points on a wedding trip, and will return by way of New York.

L. H. Stradley, cigar jobber at 1410 Majestic Building, has placed his "Alona" cigar with the Watson retail stores.

In the past thirty days there has been an unusually large number of "Pastora" cigar displays. This cigar is made by the San Telmo Cigar Manufacturing Company, of this city.

William James Walter, of Flint, who conducted a cigar store at 406 South Saginaw Street in 1877, died on February 22d from diabetes.

R. G. Casey, formerly Michigan representative for the Melachrino Company, is now a full-fledged groceryman, having become one of the principal stockholders of the Model Family Supply Company, which has just incorporated for $25,000 and which has been operating for years on Grand River Avenue.

AL U. THORNBURG.

A Live Smoke Shop in Kansas City

The accompanying cut shows the interior of the store of the La Salle Cigar Company, located at Eighth and Walnut Streets, Kansas City, Mo. The firm is not featuring any particular brand, but is trying to give their customers anything they want. Needless to say their lines of cigars, tobacco and cigarettes are very extensive.

CLUBDOM SMOKING No. 11

(*Continued from page 31.*)

tained for the sake of convenience. This stand is merely a branch of the main stand on the third floor. The one on the eighth floor is in connection with the grill room, and does a nice little business, as this is where the heavy after-dinner cigars are smoked. The one on the ninth floor is in connection with the cafe, and of course, stands in high favor with the members who cast about for a reed in the storm when the pace becomes faster than age or capacity can tolerate. With these four stands the Hamilton Club members are never at any time more than a mile away from a source of supply. The members of the Hamilton Club, being good fellows, without exception, find in the consumption of high grade cigars and cigarettes one of the main pleasures of existence. It is estimated that more than eighty-five per cent. of the members use tobacco in one form or another.

The private brand of the club is the "Hamilton Club of Chicago." This is used in connection with both cigars and cigarettes. In the cigar line the "Hamilton Club of Chicago" appears in more than twenty different sizes. This is not by any means an exceptional number for a private brand which is the subject of such wide and varied taste as a club brand. In some of the clubs of this city the club brand appears in as many as sixty-five different sizes. However, the members of the Hamilton Club have decided, apparently, that the range of twenty sizes covers all possible tastes, and for that reason the number has been limited to that mark. In addition to the private brand of the club which has been described, the leaders are "La Venga," "Castro," "Jose Vila," "Bolano," "Goya," and in the imported line, "Partagas," "Upmann's," "La Corona," "Romeo y Juliet," "Hoyo de Monterrey," and most of the other prominent brands. In addition to these the cases show "Tom Palmer," "Webster," "H. Antone Bock," "Lucius," "Abby," "La Venda," "Smokecraft," "Robert Burns" and "Ben Bey." In the cigarette line all the usual high-grade lines are carried, including "Pall Mall," "Melachrino," "Condax," "Fillmore," "56," and the rest. In fact, the Hamilton Club cigar department shows no discrimination. If a cigar has made good with the class of trade which frequents the club, the cigar department will not overlook that cigar in placing orders. Mr. Aiken is a Scot, and about as shrewd as they come to this country. He is always studious of the needs of the members in the cigar and cigarette line, as well as in the line of smoking tobacco, and if he sees that a certain brand ought to be included, he attends to the matter without delay. For that reason the cigar department of the Hamilton Club is a model one of its kind in the matter of complete stock perfectly suited to the trend of the trade.

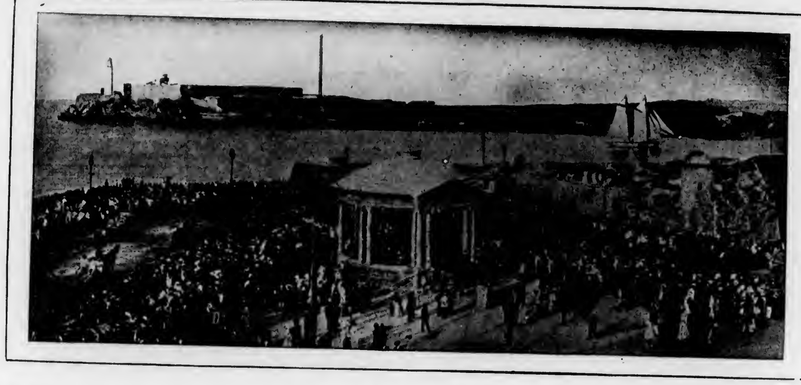
The officers of the Hamilton Club at the present time are Guy Guernsey, president; Robert S. Iles, first vice-president; Frederick A. Rowe, second vice-president; John I. Liever, secretary; W. F. Van Buskirk, treasurer, and Curt Vosburg, manager. Famous members, prominent and past, include Thomas B. Reed, William McKinley, John J. Know, John R. Newcomer, Fred T. Robinson, Richard Yates, Jr., "Billy" Mason, Martin B. Madden, Roy O. West, Furtin Q. Ball and many others who have played leading roles in shaping the destinies of the Republican party, not only in Illinois, but in a national was as well.

The Hamilton Club was organized in 1890, so for that reason is not as old as some of the other clubs of the city. Nevertheless, in the matter of things accomplished, the club is as old as the oldest. Several years ago the Marquette Club, which was another Republican Club of the city, merged with the Hamilton Club for the sake of harmony. Chicago was not large enough to hold two rival Republican Clubs, and as the spirit of both organizations was identically the same, little trouble was found in bringing about the union, although the opposition press made capital of the matter at the time.

Beyond a doubt, some of the most important political meetings of the Middle West have taken place in the Hamilton Club. How many of those "little sessions" which politicians love, but which are never mentioned above a whisper, have taken place in the private dining rooms up on the eighth floor no person can tell, except, perhaps, the time-honored chief of elevator service, and he won't. What part too, have the good black cigars played in the untangling of the knotty problems which faced these daring and determined men? Nothing of real importance, says Mr. Aiken, is ever decided in the Hamilton Club without the consumption of a proportionate number of weeds.

Will Manufacture Own Cigar Boxes

Just as soon as the factory equipment can be secured, the P. N. Jacobsen Cigar Company, Davenport, Ia., will start the manufacture of their own cigar boxes at the premises, 709-11 Harrison Street, that city, which building they leased but a short time ago. It is stated that the output of the factory will be 1500 boxes per day.



The Cuban Market

From Our Exclusive Bureau

Havana, Cuba.

HAVANA, March 9, 1914.

WE are still unable to state anything positive about the 1914 crop, except by saying, that the bulk has been harvested, and is now hanging in the drying sheds. There remains some tobacco growing in the fields yet, which might increase the quantity to a moderate extent, provided the weather conditions should be favorable. In its majority the crop will be of a light nature, and good, clean wrappers may be scarce again. The Partido growth has suffered most this year, according to all reports which we have heard, and may be the shortest in quantity, if we calculate the percentage of bales. Vuelta Abajo is estimated to yield about twenty per cent. less, while Semi Vuelta might give twenty-five per cent. more, and Remedios perhaps thirty per cent. more than the quantity last year. The yield of first and second capaduras may be, however, somewhat smaller than in 1913.

Our leaf market has been rather dull during the past fortnight, although the number of bales reported as sold indicate an increase in the volume of business. The buyer for the French Regie operated to the extent of 700 bales, and some of the sales in reality had made already during the previous two weeks. Prices for all heavy quality styles remain as stiff as ever, while the other grades are more or less nominal in prices. We beg to warn intending buyers, if they should nourish the illusion that prices this year would drop materially, as in our opinion the figures for all prime, first-class goods may be fully as high as last year, and only the medium and lighter styles might be possibly a trifle lower. The farmers must live, and they have formed a protective society in the Vuelta Abajo already to see to it that the prices do not go below the cost of production.

Sales during the past two weeks totaled 7102 bales, which represented: Vuelta Abajo, 3393; Partido, 1169, and Remedios, 2540 bales.

Buyers were: Americans and Canadians, 4109; exporters to Europe, 780; shippers to South America, 968, and our local manufacturers of cigars and cigarettes, 1245 bales.

Exports of leaf tobacco from the port of Havana, from February 15 to February 28, 1914, amounted to 11,034 bales, or, which were distributed as follows, viz.: To all ports of the United States, 9716; to London, England, 10; to Hamburg, 80; to Buenos Aires, 1055, and to Montevideo, 173 bales.

Receipts of Leaf Tobacco From the Country.

	For the Two Weeks Ending February 26, 1914.		Since January 1, 1914.	
Vuelta Abajo	612	bales	4,484	bales
Semi Vuelta	....	"	205	"
Partido	57	"	189	"
Remedios	629	"	4,079	"
Oriente	49	"	839	"
Total	1,347	"	9,796	"

Buyers of Leaf Tobacco That Come and Go:

From New York: José M. Diaz, president of the Preferred Havana Tobacco Company; Max Schwarz, of Max Schwarz, and Emilio Suarez, of José Suarez & Company.

From Tampa: Angel L. Cuesta, of Cuesta, Rey & Company; José Escalante, of José Escalante & Company; Francisco Gonzalez, of Garcia & Vega.

From Chicago: F. S. Gonzalez, of F. S. Gonzalez; Sam. Paley, president of the Congress Cigar Company; Gustave Muller, of Gustave Muller.

From Key West: Tomas Gato, of the E. H. Gato Cigar Company; Francisco Fleitas, of S. & F. Fleitas.

From Lancaster, Pa.: J. H. Weaver, of J. H. Weaver & Company.

From York, Pa.: M. Stilz, of the York Tobacco Company.

From Paris, France: M. Montravel, engineer (head buyer), of the French Regie.

Cigar Importers.

From St. Louis, Mo.: H. Loewenhaupt, of Moss & Loewenhaupt; C. P. Stanley, president of the Charles P. Stanley Cigar Company.

From Milwaukee, Wis.: Mr. and Mrs. George Hoffman, of Hoffman Brothers.

From London, England: Arthur Klingenstein, of W. Klingenstein & Company, Ltd.

Departures—To New York: Aleck Goldschmidt, B. Castellano, Max Schwarz, Theodore Garbade, Leslie Pantin and family and M. Montravel.

To Tampa: Colonel Alvaro Garcia, Edgar J. Stachelberg and Francisco Gonzales.

To Key West: Francisco Fleitas.

To Chicago: Mr. and Mrs. Matt Wengler, Harry Slavinski and Gustave Muller.

To Trenton, N. J.: Charles F. McDonald.

To Lancaster, Pa.: J. H. Weaver.

To York: M. Stilz.

To St. Louis: H. Loewenhaupt and C. P. Stanley.

To Milwaukee, Wis.: Mr. George Hoffman and Mrs. Geo. Hoffman.

To Montreal: Harry Simon.

To Quebec: Henri D. Barry.

To London, Ontario: José Gasté.

To London, England: Arthur Klingenstein, via Panama and New York.

Cigars.

The exports of cigars from the port of Havana during the month of February, 1913 and 1914, as per our official customhouse returns, were as follows, viz.:

From February 1 to February 28, 1913,	14,431,875 cigars
From February 1 to February 28, 1914,	13,487,995 "
Decrease during the month of February, 1914,	943,880 "

The principal decreases by countries were as follows, viz.:

United States	916,441 cigars
Great Britain and Ireland	454,402 "
Canada	368,614 "
Chile	200,807 "
Argentine Republic	195,876 "
British Africa	89,000 "
Italy	78,500 "
Austria	75,850 "

The principal increases by countries were as follows, viz.:

Spain	825,500 cigars
Australia	313,286 "
France	188,213 "
Germany	104,958 "

The exports of cigars from the port of Havana since the first of January, during the two years, now stand as follows, viz.:

From January 1 to February 28, 1913,	27,503,260 cigars
From January 1 to February 28, 1914,	24,995,439 "
Decrease during the first two months of 1914	2,507,821 "

The above showing is not satisfactory for our cigar industry, although as business in the same line is neither good in the United States, we could hardly expect any different result for the present, owing to our close relations with the great American Union of States. However, as everybody seems to be looking forward to good business later on this year, we are likewise consoling ourselves that the latter half of 1914 may make up for the present shortage in our exports.

Romeo y Julieta had closed down the last week of February to make their annual balance and, while Don Ramon Argüelles said that they had expected a better result through their increased output in 1913, they had to blame the very high prices they had been obliged to pay for their raw material, which had cut down their profits. Don Pepin Rodriguez felt anxious to have a look at the Panama Canal and, as his presence in town was not absolutely required, he left on the 7th inst. for a three weeks' trip.

Don Teodoro Garbade, of the house of H. Upmann & Company, and the president of the Union of Manufacturers of Cigars and Cigarettes of the Island of Cuba, sailed on the 5th inst., via Key West and New York, for Europe, partly for pleasure and partly on business.

The following factories are all working normally at this season of the year: Partagas, Henry Clay and Bock & Company, Ltd., Castañeda & Fonseca, Sol, Por Larrañaga, Punch, La Flor de José Otero, Flor del Fumar, La Flor de A. Fernandez Garcia, La Flor de Tomas Gutierrez, Belinda, Eden, Hoyo de Monterey and C. E. Beck & Company.

Leaf Tobacco.

Sobrinos de A. Gonzalez are heading as usually the list of sellers during the past fortnight, with 1699 bales of leaf tobacco.

Aleck Goldschmidt, of A. Bluemlein & Company, purchased 695 bales of leaf during his stay in town here.

Leslie Pantin, Consul General of Portugal, and our most important commission merchant, left with his family on the 7th inst. by the "Governor Cobb," via Key West and New York, for Europe on a pleasure trip and recreation after his arduous work during the past tobacco season. He intends to visit the southern part of Spain during the early spring, and later on other European countries, but expects to return here by the latter part of June.

H. H. Strater sold around 1600 bales of Manicaragua and Remedios of his fine packings to his Northern customers during the past two weeks.

Don Angel Cuesta came here on the 28th ulto. with his family from Tampa to celebrate the opening of his new factory building, 90 Belascoain, and the corner of Peñalver Streets. The Bishop of Havana officiated in blessing the building before it should be opened for work. A long list of invitations had been sent out to the principal industrials and merchants, besides the press. The building is of modern construction, iron, steel, stone and cement, having all the latest sanitary improvements, three stories in height with a basement, and some sumptuous rooms on the top of the third story for the use of Don Angel when he should be in town. It might be called a palace of a factory on account of the artistic and rich appearance outside, as well as inside, and the plentiful distribution of light in every part of the building. Don Angel treated his guests in a royal manner, and everybody present wished success to the "Truly Spanish House" of Cuesta, Rey & Company.

Exports of leaf tobacco from the port of Havana from February 15 to February 28, 1914, above 200 bales, were:

Mark A. Pollack	1,279	bales
Virgilio Suarez	1,002	"
Maximilian Stern	967	"
Garcia & Company	949	"
Leslie Pantin	834	"
José H. Cayro & Son	711	"
H. Upmann & Company	658	"
Diego Montero	528	"
J. Bernheim & Son	441	"
I. Kaffenburgh & Sons	422	"
Perez, Capin & Company	357	"
Ernst Ellinger & Company	308	"
G. Arostegui	300	"
Henry Clay and Bock & Company, Ltd.	260	"

ORETANIV.

Neudecker Company's Building Rising Rapidly

Work is progressing rapidly on the new six-story building now being erected by the Neudecker Tobacco Company at the southwest corner of South and Lombard Streets, Baltimore, Md. The new building, which will occupy a space of 47 by 135 feet, will be fireproof and constructed of reinforced concrete.

A feature that is bound to attract much attention will be the thoroughly modern cigar vault, requiring in its formation as many layers as a protective belt of a battleship.

The Neudecker Company, which is at present located at Market Place and Lombard Street, acquired the present site only last fall, being much delayed in the transaction by the fact that the lot was owned by three different interests.

Cigar Store Changes Owners

The cigar store of William Brosnan, at 86 Center Street, Wallingford, Conn., has recently been sold to Thomas Wilson, of New Haven. The latter has taken possession and has announced to the trade that he will carry a complete line of cigars, smokers' articles, tobacco, cigarettes, etc., in addition to sporting goods, periodicals, etc.

Pittsburgh

Business Slack in the City—Afco Cigar Company Has Fine Opening—Splendid Trade on "Gato" Cigars—Seventh Avenue Stand Featuring "Websters"

BUSINESS in Pittsburgh during the past fortnight has not been up to standard, but it is apparently due to the weather conditions rather than to a falling off in consumption.

"Websters," distributed in this territory by Bock-Stauffer Company, were handsomely displayed recently in the windows of the Seventh Avenue Hotel cigar stand.

March 7th marked the entrance of the Afco Cigar Company into the cigar and tobacco business in Pittsburgh. Notwithstanding the rainy day, the receipts were very gratifying. To the men who visited the store during the day Cuesta-Rey playing cards, ash trays and cigar pouches were distributed, while the fair sex received roses and carnations as souvenirs. Palms and flowers attractively arranged gave an inviting appearance to the new store. The humidor and fixtures were the cause of Mr. Fleischauer receiving many congratulations on the splendid arrangement of the stand. There were four good window displays that boosted trade. They were on pipes, candies, "Duquesne," "Bouquets" and "Cuesta-Rey." Among the brands offered were: "Cuesta-Rey," "Cortez," "Solace," "Girards," "Tubal," "El Versos," "Jose Garcia," "Boldt's Specials" and a full line of imported cigars. Cigarettes, smokers' articles and pipes were additional lines extensively covered.

The Joseph T. Snyder stands in the Anderson Hotel have been taken over by the R. Russell Company. After May 1st, J. T. Snyder will retire from business in this city. The Anderson Hotel stands are two of the best in the down-town section.

T. A. Kinney, who has the best cigar stands in Franklin, Pa., will soon occupy his new building, where he will also operate a moving picture theatre.

Stacey P. Koenemann, of the E. H. Gato Cigar Company, was in town last week and reported very satisfactory business on the "Gato" cigar. The Gilmore Drug Company acts as distributors for this brand in this city.

The following visitors were in town:

A. A. Gumpert, of Gumpert Brothers, Philadelphia.
E. L. Weil, of A. Roig & Langsdorf, Philadelphia.
J. W. King, of Cuesta-Rey & Company, Tampa, Fla.
A. Jacques, of Simon Batt & Company, New York.
Jos. Bankes, of the Boquet De Paris Cigar Company.
A. Osterloh, Jr., of the Standard Tobacco Company.
Geo. Becker, of Arguelles, Lopez & Hynos.
C. L. Staples, of Park & Tilford.
Geo. Adams, of Siller-Narten-Barnes Company.

A. J. F.

No More Licking of Cigar Tips

Following the inspection in a number of counties, by the Division of Hygiene, of the State Department of Labor and Industry, located at Harrisburg, Pa., notice has been given by Commissioner John Price Jackson, that people in charge of cigar factories must stop the practice of cigar-makers placing tips of cigars in their mouths during manufacture. This order has come, only after a thorough investigation, it having been found that out of thirty-eight factories inspected, eight of the factories contained cigar-makers who placed the ends of the cigars in their mouths. We quote from Commissioner Jackson's report:

"Inasmuch as the practice of licking or wetting the end of the cigar seems to be a more or less prevalent practice and one which is not only unsafe to the operative, but certainly undesirable for the smoker, the commissioner gives notice that this practice must be absolutely done away with."

Tobacco Growers at Brownstown Organize

Very enthusiastic was the meeting which was held at Brownstown, Pa., recently, by the tobacco growers of that section. In addition to the formation of a local organization resulting in the election of Alvin Wenger as president, and John Burkhart, secretary and treasurer, R. L. Kimbrough presented the plans for the development of the Seed Leaf Tobacco Growers' Company.

San Francisco

Smokers Buying More Freely—Demand for Manilas Becoming Permanent—Bercovich Company Incorporates for $100,000—Planning Compaign for "Loveras"

SAN FRANCISCO, March 5, 1914.

THE hard rains of the late winter seem now to be over, and the trade is getting out after business in real earnest. Money in this city appears to be a little more plentiful. At least smokers are buying more freely; and some of the down-town stands are reporting "best days" of the year with gratifying frequency. Collections in both city and country are still a little slow; and some jobbing houses report that there is still some conservatism in buying for anything more than immediate needs. Nevertheless, more business is being done, and dealers are certain to get more confidence as the demand increases. The fact that California is to vote as a whole on the wet and dry question this fall may create a little uncertainty in the trade of the interior of the state until after the election; but the California cigar trade is much more independent of the liquor business now than in former times, and it is not expected that the election will have any very serious effect in the end.

Edward Wolf, of the Edward Wolf Company, reports that the revival in the Manila demand moves right along, with indications that the Manila demand will hereafter be a permanent feature of the Coast trade. George Gallagher, representing the Wolf Company, is now getting ready for a descent on the Coast country south of San Francisco. His last trip was down the San Joaquin Valley, where he did a bigger business with the "La Prueba" line of Manila cigars than ever before.

Fred Bates, who has been in and out of the cigar business in this city several times and who has had from one to a dozen stores at various times, is again to go out of the trade. This time he has only one store to sell, a place with a good business at Twenty-eighth and Mission Streets. Mr. Bates plans to sell out this store and go into the general brokerage business, and specialize on the buying and selling of stores and stocks.

Black Brothers, who recently opened a nice stand in the Merchants' National Bank Building on Market Street, are doing a nice business and report a steady improvement ever since the opening day.

O. J. Lansing, factory representative of Sanchez & Haya, has returned to the Coast from his recent visit to Tampa, and is now working the trade in this vicinity with headquarters at Tillmann & Bendel's. He brought out with him samples of two new fancy sizes, to be known as the "Queen" and the "Favorita."

J. Blumingdale, a cigar dealer of Fresno, Cal., is here this week for a few days with the local trade. He says that the outlook in his section is of the best imaginable.

Emil Frank, proprietor of a chain of stores in Los Angeles, Cal., is here this week renewing old acquaintances.

W. I. Pixley, Pacific Coast agent for J. G. Dill, Incorporated, reports a nice run of repeat orders on "Dill's Lookout." This week he has got in several hurry-up orders from various parts of the state, showing that dealers' stocks are running low. Some good orders of this sort have come in from Los Angeles and other points in the southern half of the state, which was thoroughly covered by Mr. Pixley last summer. Mr. Pixley is now introducing in San Francisco a new cigar moistener, which he believes is destined to make good. It is manufactured in Oakland out of a special preparation of clay hardened with cement.

Harry F. Adams, special Western representative of the Benson & Hedges line of cigarettes, left San Francisco early this week for a long trip over his Northern territory, including Oregon, Washington, Idaho and Montana. His advance information was to the effect that most of this territory had excellent prospects.

D. Emil Klein, vice-president of the Lovera Company, is now on his way westward and is due to reach San Francisco on March 15th for a conference with Major Burrows, the California agent of the Lovera line. The major has things all ready for him and intends to prove to Mr. Klein that California in general, and San Francisco in particular, is just the place where the Lovera Company can best afford to put in some extra fine work this season.

J. L. Daniels, formerly in the leaf line in this city, has returned and will again engage in the leaf tobacco business.

A. Alloggi, of San Jose, Cal., one of the leading wholesale and retail dealers in the interior of California, sold out his business on March 1st to J. Goldberg, formerly of Seattle, Wash. Mr. Goldberg will give most of his attention to the retail end of the business. Mr. Alloggi, whose wife was killed in a collision between a freight train and an automobile several months ago, has now brought suit for $100,000 damages against the railroad company.

I. Dannenbaum, a dealer and sub-jobber of Santa Rosa, Cal., has opened a branch store at the neighboring city of Napa.

Milton Esberg, of M. A. Gunst & Company, who has been in the East for several weeks visiting the company's connections at New York and elsewhere, has returned to the San Francisco headquarters. While in New York he conferred with the other officials of M. A. Gunst & Company and the United Cigar Manufacturers' Company.

The Bercovich Company, the wholesale end of the H. Bercovich Company, in which D. M. Supperstein, formerly of Denver, has recently taken an interest, has now been incorporated with an authorized capital stock of $100,000. The company will now go after the wholesale business of San Francisco and northern and central California more energetically than ever.

O. E. Cartson, a cigar man of Astoria, Ore., is visiting in San Francisco this week.

Another Oregon dealer who is visiting the local trade this week is Sig. Sichel, of Portland. Mr. Sichel is well known in this city.

Upton & Jackson, cigar dealers of 163 North Spring Street, Los Angeles, Cal., have sold out their business to J. H. Jacoby, of the same city.

Charles Kohlberg, traveling representative of H. L. Judell & Company, of San Francisco, has been spending the past few days with his connections in the San Joaquin Valley. Dave Peiser, who looks after the Judell Company's interests in and about San Francisco, reports a noticeable improvement in business.

J. A. Gumier, a retailer of Antioch, Cal., has been calling on the jobbers this week.

ALLEN.

Court Punctures Zion City Blue Law

The zealous guardians of Zion City, who have established rules and regulations regarding the conduct of strangers within the gates, as well as of the residents themselves, recently received a jolt from the Supreme Court, sitting at Springfield, Ill., when it refused to uphold the Zion City ordinance which prohibits smoking within the borough limits.

Some time ago Richard Behrens was found smoking on the streets of Zion City. He was promptly haled before a magistrate in Zion City and was fined. Mr. Behrens appealed his case and the court is inclined to hold that Mr. Behrens was within his rights.

Zion City lawyers contend that the city had a right to forbid smoking on the grounds of public health and safety.

"In the broad language in which the ordinance is enacted," the court says, "it is apparently an attempt on the part of the municipality to regulate and control the habits and practices of the citizens without any reasonable basis for so doing. The ordinance is an unreasonable interference with the private rights of the citizen and must be held void."

Dr. Pease please note.

Now We Have the Non-Refillable Cigar Box

One of the recent inventions which is attracting widespread interest among manufacturers of high-grade cigars is the non-refillable cigar box, worked out by A. Reiss, president of Alfonso Rios & Company, makers of "El Talento" cigars, 231 North Fifth Avenue, Chicago. This box is supplied with an ingenious device which absolutely prevents the substitution of inferior cigars by unscrupulous dealers. Four narrow slits are cut in each end of the box. Through these, and over the tops of each of the four rows, a continuous broad ribbon, which may be of paper or some other material, is passed. This makes it impossible for a cigar to be removed unless the ribbon covering the row is broken, and makes the possibility for substitution small. It also permits the dealer to display the box, open, on his counter without the annoyance of having an occasional cigar stolen. In fact, the device covers the purpose for which it is intended so thoroughly that the Government might well use a stamp in the case of the ribbon without risk. The patent for the invention is now pending. No arrangements have been made for the manufacture of the special boxes, but this will be no obstacle as the device is simple. Mr. Reiss was simply the first man to think of it, that's all. "El Talento" is made in twenty-eight sizes and is the leader of the firm.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 236 Chestnut Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

REGISTRATIONS.

SPOLEK YLOVA:—29,838. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 25, 1914. El Pavo Cigar Co., Chicago, Ill.

OLD TOWN LAKE:—29,839. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 25, 1914. R. S. T. R. Cigar Co., Red Lion, Pa.

M. K.'s HAVANETS:—29,840. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 25, 1914. M. Klausenstock, New York City.

M. K.'s HAVANAS:—29,841. For cigars, cigarettes, cheroots, stogies, chewing tobacco. February 25, 1914. M. Klausenstock, New York City.

JITNEY:—29,842. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 25, 1914. Dwyer & Co., Seattle, Wash.

FLINT CHAMPION:—29,843. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 26, 1914. Ray Suarez & Co., New York City.

TARRAGONA:—29,844. For cigars, cigarettes, chewing and smoking tobacco. February 26, 1914. The Moehle Litho. Co., Brooklyn, N. Y.

EL MITRO:—29,845. For cigars, cigarettes, chewing and smoking tobacco. February 26, 1914. The Moehle Litho. Co., Brooklyn, N. Y.

LEDRIA:—29,846. For cigars, cigarettes, chewing and smoking tobacco. February 26, 1914. The Moehle Litho. Co., Brooklyn, N. Y.

BURGOS:—29,847. For cigars, cigarettes, chewing and smoking tobacco. February 26, 1914. The Moehle Litho. Co., Brooklyn, N. Y.

ASTURIAS:—29,848. For cigars, cigarettes, chewing and smoking tobacco. February 26, 1914. The Moehle Litho. Co., Brooklyn, N. Y.

EL TAJO:—29,849. For cigars, cigarettes, chewing and smoking tobacco. February 26, 1914. The Moehle Litho. Co., Brooklyn, N. Y.

ALBUREA:—29,850. For cigars, cigarettes, chewing and smoking tobacco. February 26, 1914. The Moehle Litho. Co., Brooklyn, N. Y.

ALVILA:—29,851. For cigars, cigarettes, chewing and smoking tobacco. February 26, 1914. The Moehle Litho. Co., Brooklyn, N. Y.

JUDGE ROSS:—29,852. For cigars. February 27, 1914. National Cigar Co., Red Lion, Pa.

WOODMAN:—29,853. For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 27, 1914. The Wilentz Co., Perth Amboy, N. J.

SPOLEK VOLUA MYSLENKA:—29,854. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 27, 1914. El Pavo Cigar Co., Chicago, Ill.

CORYPHOEUS:—29,855. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 28, 1914. H. A. Meiser, Newmanstown, Pa.

WAUSAU FAVORITE:—29,856. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 28, 1914. C. B. Henschel Manufacturing Co., Milwaukee, Wis.

CORPUS JURIS:—29,857. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 28, 1914. Kaufman, Pasbach & Voice, New York.

TACKA B:—29,858. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 28, 1914. Kaufman, Pasbach & Voice, New York.

MICHIGAN LADY:—29,859. For cigars, cigarettes, cheroots, chewing and smoking tobacco. March 2, 1914. Geo. W. Kieler, Detroit, Mich.

STATE BOOST:—29,860. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 2, 1914. Gate City Cigar Co., Rapid City, S. D.

BLACK HILLS:—29,861. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 2, 1914. Gate City Cigar Co., Rapid City, S. D.

PALMER CUBANS:—29,862. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 3, 1914. Chas. M. Broskey, Chicago, Ill.

THE PANAMA IRISH LOVER:—29,863. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 3, 1914. E. Delage, Jr., Waterbury, Conn.

LADY BONINE:—29,864. For cigars. March 3, 1914. McKenna-Comley & Co., Philadelphia, Pa.

FIFTY-TWO:—29,865. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 4, 1914. Izze & Lawregetta.

HALF DUTCH:—29,866. For stogies. March 4, 1914. Edwards & Kildow, Alexandria, Ind.

KUE-STIX:—29,867. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 4, 1914. Edwards & Kildow, Alexandria, Ind.

BILLY CALDWELL:—29,868. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 4, 1914. Destefano & Co., Chicago, Ill.

SENATOR KERN (With Permission):—29,869. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 4, 1914. Wm. Steiner, Sons & Co., New York City.

BIG BUSINESS:—29,870. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 6, 1914. Kaufman, Pasbach & Voice, corner Greenwich and Morton Streets.

WATERBURY LIFE:—29,871. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 6, 1914. Ephraim J. Delage, Jr., Waterbury, Conn.

THE R. S. T. R. CIGAR:—29,872. For cigars. March 6, 1914. The R. S. T. R. Cigar Co., Red Lion, Pa.

A. C. S. CLUB MEMBERS BRAND:—No. 29,873. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 6, 1914. The Associated Cigar Stores of America, Inc.

A. C. S. PROFIT SHARING BRAND:—No. 29,874. For cigars, stogies, chewing and smoking tobacco. March 6, 1914. The Associated Cigar Stores of America, Inc.

K. & M.:—29,875. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 7, 1914. Klingaman & Miller, Topeka, Kan.

REEL GIRL:—29,876. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 7, 1914. Kaufman, Pasbach & Voice, New York City.

CIVIC FAME:—29,878. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 10, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

GRANT ARMS:—29,879. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 10, 1914. The Moehle Litho. Co., Brooklyn, N. Y.

JEFFERSON ARMS:—29,880. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 10, 1914. The Moehle Litho. Co., Brooklyn, N. Y.

KENTMERE ARMS:—29,881. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 10, 1914. The Moehle Litho. Co., Brooklyn, N. Y.

STUART ARMS:—29,882. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 10, 1914. The Moehle Litho Co., Brooklyn, N. Y.

COLONIAL ARMS:—29,883. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 10, 1914. The Moehle Litho. Co., Brooklyn, N. Y.

REGALIA CABINET:—29,884. For cigars. March 11, 1914. W. M. Siers Cigar Co., Kingston, Pa.

TAMPA FIGAROS:—29,885. For cigars, cigarettes and smokers. March 11, 1914. Cabrera-Haimer Cigar Co., Tampa, Fla.

"K. & M." design registered by Klingaman & Miller, Topeka, Kan., March 7, 1914.

VAN DER AMSTEL:—29,886. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 11, 1914. H. Anton Bock & Co., New York, N. Y.
LORD ARLEIGH:—29,887. For cigars, cigarettes, chewing and smoking tobacco. March 11, 1914. The Moehle Litho. Co., Brooklyn, N. Y.
ASHLEY ARMS:—29,888. For cigars, cigarettes, chewing and smoking tobacco. March 11, 1914. The Moehle Litho. Co., Brooklyn, N. Y.
IMPORTERS BOND:—29,889. For cigars, cigarettes, chewing and smoking tobacco. March 11, 1914. The Moehle Litho. Co., Brooklyn, N. Y.
DUKE OF MARBURG:—29,890. For cigars, cigarettes, chewing and smoking tobacco. March 11, 1914. The Moehle Litho. Co., Brooklyn, N. Y.

TRANSFERS.

WORTHMORE:—25,661. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 14, 1913. The Best Cigar Co., Newark, N. J. Transferred to E. Kliener & Co., New York City, February 14, 1914.
EL PRINCIPE DE LA PAZ:—24,866. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 28, 1912. Schmidt & Co., New York City. Transferred to P. C. Pando, Brooklyn, N. Y., November 11, 1912, and retransferred to Porto-Vano Cigar Co., Reading, Pa., February 19, 1914.

CANCELLATIONS.

STABILITY:—25,951. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 2, 1913. The Moehle Litho. Co., Brooklyn, N. Y. Cancelled February 26, 1914.
LINDANA:—29,777. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 16, 1914. Samuel Saqui & Co. Cancelled February 26, 1914.
USHER:—29,717. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 3, 1914. The Wilentz Co., Perth Amboy, N. J. Cancelled March 3, 1914.

CORRECTIONS.

KEEN JUDGE:—29,816. For cigars. February 20, 1914. Samuel Kauffman, Dallastown, Pa., instead of New York, as published in the last issue.

Echoes of the Storm

As the result of the severe snow storm which visited the eastern portion of Pennsylvania during the past fortnight, the large 40 by 100 feet tobacco shed, located on the farm of Harry Smith, situated about half a mile from East Prospect, Pa., was blown over and destroyed. The shed was half filled with tobacco, the greater portion of which was blown away or destroyed. Quite a few farming implements were ruined also.

Damage to the extent of $2000 was caused when the roof was blown off the cigar factory owned by A. Scott Frey, Red Lion, Pa., during the snow storm which raged at this place recently. The building, which was new, having been erected but four months ago, contained ten cases of scrap tobacco and several cases of filler, all of which was lost, due to being blown away. The cigar factory of Herrman & Neff, located but a short distance from the Frey factory, also suffered to the extent of having the factory roof move about six inches.

Two Grades of Standard Binders

Our attention has been called to the fact that the Tobacco Production Company, of New Milford, Conn., are now manufacturing two grades of standard pure tobacco binders. Grade "X" is their regular product for cigars retailing around five cents and under. This is the grade that has established such a wonderful reputation for the company and which has proven by test and experience, to some of the largest and most representative cigar manufacturers in the country, the real merit of the standard binder.

Grade "XX" is the new product and is an Havana blend, slightly more expensive than grade "X," and is now being used in better grade cigars.

Leaf Tobacco Notes

PENNSYLVANIA.

LANCASTER, PA.

Until the last few days the leaf tobacco growers of Lancaster County have been firm in their demand of ten cents a pound for their 1913 tobacco. They had been supported by the promises of the recently organized Lancaster Seed Leaf Tobacco Association to influence the packers to the extent that they would pay that price.

The buyers, holding that ten cents is beyond the limit, have refused to buy, with the result that prices have broken during the last few days, and many growers are now willing to take any reasonably fair price offered. April 1st is "settlement day" among the farmers of Lancaster County and the farmers are now anxious to dispose of their tobacco in order to get money for liquidating their liabilities.

The packers are not anxious to buy now under any conditions, because their own trade is extremely dull, such business as they have being of a mere jobbing nature, largely because the cigar industry of their district is in a very depressed state.

WISCONSIN.

STOUGHTON, WIS.

The tobacco situation is not much different from last week, some deals being made at lower figures, eight and one-half cents a pound being paid occasionally. All 1913 leaf will be absorbed before the spring season sets in, as the market needs the goods. Buyers say that they have all they possibly can do to care for present deliveries, without enlarging their investments, and that the remnants can be found later. Many crops have brought around the two hundred dollar an acre mark and all parties are pleased. Indications point to an increased acreage of leaf.

Banner Year for Tobacco in Minnesota

According to the recent report of Charles Lien, State tobacco expert, 1913 proved the banner year as regards the fruition of the tobacco crop in Minnesota, it having produced the largest and best crop in the past four years, this statement being the result of investigations carried on during that period. So extensive has been the increase in the acreage that more than 100 farmers located in Sherburne, Stearns, Benton, Dodge and Olmsted Counties, are now raising tobacco. The 1913 crop, which yielded 145,276 pounds of tobacco, was marketed at a value of $10,610.61, the prices ranging from six cents to twelve cents per pound, and covered more than 100 acres of land.

Owing to the fact that the past crop was not marketed under the most advantageous conditions, due to the growers not being able to agree relative to the proper time for its disposal, an association of growers has been formed for the purpose of marketing the 1914 crop at its right value.

As a result of the experiments made to ascertain the tobacco most suitable to Minnesota soil, of the three types grown, Connecticut Havana, Spanish Comstock and Silver Leak, it has been decided to devote future attention solely to the raising of Connecticut Havana, it having proved most responsive to prevalent conditions.

FOREIGN TRADE OPPORTUNITY.

(Where addresses are omitted they may be obtained from the Bureau of Foreign and Domestic Commerce, Washington, D. C., or at the branch offices of the bureau, 315 Customhouse, New York, N. Y., 629 Federal Building, Chicago, Ill., Association of Commerce Building, New Orleans, La., and 76-78 Appraisers' Stores Building, San Francisco, Cal. Apply for address in letter form, giving file numbers.)

No. 12646. Cigars, cigarettes and tobacco—A firm doing a cigar and tobacco business as a side line to other interests in a seaport of about 4000 population desires to communicate with a concern in the United States in a position to supply a stock of medium-priced cigars, tobacco and cigarettes, with a view to purchasing such articles. If satisfactory arrangements as to price, terms, etc., can be made, the firm is prepared to expend about $500 on the purchase. Correspondence may be in English, and prices should be quoted f. o. b. San Francisco, Cal., with terms of sale. The American Consul who forwarded this report states that the prospective purchasers might possibly put in a larger line if extended credit than they are likely to do where cash is demanded. Bank references are furnished.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

MONROE ADLER,
CIGAR BROKER,
186 N. La Salle St., Chicago, Ill. 6-17-he

LANCASTER STOGIE COMPANY,
MANUFACTURERS OF HIGH GRADE STOGIES.
120 Water St., Lancaster, Pa.

AN ESTABLISHED MANUFACTURER desires a few more accounts on his or private brands. Address Box 21, "The Tobacco World."

CARL RUGE & COMPANY
Leaf Tobacco Brokers, Dayton, Ohio
In daily touch with all the country as well as local packers. Samples and quotations cheerfully furnished. 12-1-ch

Wanted.

CASH PAID FOR CUTTINGS, SCRAPS & siftings.
Write to H. Adler & M. Meyerson, 316 E. 47th, New York

IMPORTANT NOTICE TO CIGARETTE MANUFACTURERS—We manufacture cigarettes for the trade; we also supply tobacco boxes and labels 25 per cent. cheaper than elsewhere. Brands registered. Write for particulars. Live distributors wanted. The Soter Company, 235 Canal Street, New York City.

WANTED—Experienced cigar manufacturer to locate factory in the livest city of 60,000 in the Middle West. No four-flushers need apply. We have ten jobbing houses, doing millions of dollars annually, who will help boost the proposition in six states their men cover. City growing at rate of 5000 a year and has all advantages of a metropolis. Up-to-date plant, with some real United States money, would have no competition. Box factory here. Factory rentals reasonable. Great opportunity for company of young men with experience. Address Secretary, care "The Tobacco World," for full particulars. t.f.

Wanted.

CIGAR STORES SOLD WITHOUT PUBLICITY.
Any Location. Send for Rates.
ARTHUR J. LEUPOLD, 1218 Chestnut Street, Philadelphia., Pa.

WANTED—Cuttings, scraps, siftings and dust. Cash buyers. Write us. Interstate Tobacco Co., 713 First Ave., New York.

For Sale.

FOR SALE AT A GREAT SACRIFICE—Thoroughly equipped smoking pipe factory, up-to-date machinery, ready to operate. Best trade in the line, good opportunity to get in the manufacturing business. Or will enter into a partnership. See Owner, 1748 North Randolph Street, Philadelphia, Pa.

HAVANA SHORTS—Pure Vuelta; fine aroma. **Lopez, 353 E. 78th St., New York. 9-1-tf**

FOR SALE—Remedios Havana shorts, pure and clean. **Guaranteed A-1,** or money refunded. Fifty cents per pound. **Edwin Alexander & Co.,** 178 Water Street, New York.

FOR SALE—Two brand new Universal tobacco stripping machines, latest model, at half the factory selling price. Address P. O. Box No. 236, Reading, Pa.

FOR SALE—A cigar factory in a city of 25,000 out West, working three to six men the whole year, mostly on 10c goods. The best of trade. Have my own lithograph label. Address Box 22, "The Tobacco World."

Situations Wanted.

SUCTION FOREMAN—Young man wishes position in or around Philadelphia. Address Box 37, "The Tobacco World."

New Cigar Store in Portland

Combining a wholesale, retail and manufacturing business all in one building, Ed Schiller, at 415 Washington Street, Portland, Ore., has opened one of the neatest and most complete cigar and tobacco stands in that city.

"La Grand Marca" is the leading brand of the Schiller factory. The cigar is made under the most modern of sanitary and hygienic conditions and the public has been invited to inspect the workrooms of the cigarmakers in order that they may appreciate the quality and workmanship in the cigar.

Gonzalez Opens Factory in Meridian

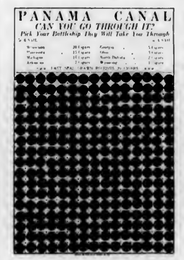
B. F. Gonzalez has opened a cigar factory at 301 Twenty-fifth Avenue, Meridian, Miss., where he will manufacture a number of sizes of his leading brand, "Bennie Boy." Many orders for the cigars are being placed through B. M. & E. Fiebleman, on Twenty-sixth Avenue.

Mr. Gonzalez calls attention to the fact that his cigars are made from the best of imported leaf and that they are hand-made by experienced cigarmakers. But, as Mr. Gonzalez tells the people of Meridian: "Smoke one, and convince yourself of the quality and workmanship of 'Bennie Boy.'"

SOLE MANUFACTURERS
DITTGEN'S PATENT
Self-Opening **"MULTIPLE"** Cigar Pouch
With or without Sealing Flap
The Best Individual Cigar Pouch on the market
Made to fit any size Cigar or Stogie
SEND FOR SAMPLES AND PRICES

Among the Pennsylvania exhibits at the Panama-Pacific Exposition, to be held in San Francisco in 1915, will be a display of the development of the tobacco industry from field to factory. This exhibit will represent Lancaster County.

OUR LATEST MONEY MAKER



Going Thru the Panama Canal

This Card contains 255 Battleships at 5c. a sail, it will bring in - - - $12.75
pays out 210 cigars at 5c. each - 10.50
Cash Profit $2.25

Besides the profit on 210 cigars. This card has 104 Positive winners, more than any other card of a similar kind, yet gives out less cigars than any other card manufactured, and you will agree with us that it is the best card on the market.

Cards are retailed at $ .75 each, or $5 00 per doz. We prepay express on all shipments. Always send your money with the order.

Michigan City Paper Box Co.
Michigan City, Ind.

Established 1870 Factory No. 79

S. R. KOCHER

Manufacturer of Fine Havana and Domestic Cigars and packer of Leaf Tobacco

Leading brands—"Volitta," "Quaker," Nabobs," "1-4-5," "Havana Cream," "Imperial Beauty," "Little Yara"

Correspondence with wholesale and jobbing trade invited
Factory and Offices: WRIGHTSVILLE, PA.

Key West

Many "Buckeyes" Springing Up—Professional Cigar Company Formed—Cuesta-Rey Factory in Havana Called "The Palace"—Cigar Man Thinks Everyone Will Soon "Manufacture in Bond"

KEY WEST, FLA., March 10, 1914.

MARCH has come in like a roaring lion and every one sincerely hopes that it will go out like a lamb. Heavy winds, rain and the coldest weather of the winter season has been registered by the thermometer within the past few days. The M. Perez Company and the Mi Favorita Cigar Company have not yet begun to manufacture in bond, as, owing to some mistake in their bonds, they had to be returned to Washington, D. C., for correction. Therefore the matter, as far as the actual making of cigars under the new system is concerned, is in statu quo.

Lately quite a number of "Buckeyes" have begun operation here owing to the scarcity of work in the larger cigar factories. In fact, they are springing up like mushrooms, and some of them are turning out some very creditable smokes.

With our cigar factories business has improved slightly since last writing, but not to any extraordinary extent. There is still a deficit in the shipping lists when compared with the same period of last year. Everybody appears to be optimistic and predict that 1914 will be a banner year, as they all have prospects of a business revival at an early date. The best thing that could happen for the cigar industry of Key West, Tampa and Havana would be that the United States cut itself away from Porto Rico and the Philippine Islands.

The "Omar" cigarettes, made by the American Tobacco Company, and retailing at twenty for fifteen cents, is being boosted in the morning daily with a half page ad. As an inducement for the consumer to purchase this brand a large Navajo blanket and a German silver cigarette holder is given with each package.

A. L. Cuesta, of Cuesta, Rey & Company, of Tampa, Fla., and party, composed of Mrs. A. L. Cuesta, Miss Carlotta Cuesta, A. L. Cuesta, Jr., Mr. and Mrs. John Trice and M. Amdrous, passed through the city recently en route to Havana to be present at the dedication of the company's new handsome office building and tobacco warehouse, that is conceded by the citizens of the Cuban capital as the most elaborate building in that city, and is known to them as "the palace."

Godfrey S. Mahn, the cigar jobber of Philadelphia and New York, arrived in town recently from Havana, where he has been putting in a few days on business. He will leave some time this week for the North.

Manager Jaime Pendas, of Moreda & Company, got back from a business and pleasure trip to Tampa last week. At the factory trade is good and they have a full force seated. A. T. Hunter and H. Hamer, auditors of the United Cigar Manufacturers' Company, were at the office recently for their regular inspection of the company's books. They have since gone on to Tampa.

Francisco Fleitas, of S. & F. Fleitas, is back from Cuba, where he went a few days ago to close several important deals in the leaf markets of Havana. "Homerica" is having a good run and is gaining new friends for this house every day.

J. Lamenhaupt, of Moss & Lamenhaupt, the St. Louis, Mo., cigar dealers and large handlers of Key West cigars, was a visitor to the city recently.

The following members of the trade were in the city since last writing: Louis Sondheim, the cigar dealer of Lancaster, Pa.; Emilo Suarez, the tobacco dealer of New York; Jose M. Diaz, of Bustillo Brothers & Diaz, the cigarmakers of Tampa, Fla.; C. Chapin, of Chapin & Gore, the Chicago, Ill., cigar jobbers; A. and F. Garcia, of Garcia, Vega & Company, the Tampa cigar manufacturers, and Thomas F. Carey, the cigar jobber of Greenwich, Conn.

Antonio Chavez and William H. Malone have been granted factory No. 405 as manufacturers of cigars. Their firm will be known to the trade as the Professional Cigar Company.

Samuel Paily, of the Congress Cigar Company of Chicago, Ill., passed through town last week, being en route to the leaf markets of Havana.

Don Luis Martinez, president of the Martinez-Havana Company, paid a short visit to his factory here last week. He has since returned to his tobacco farms at Guira de Melena. They will some time in the very near future file their application to operate under the "made in bond" law.

A prominent cigar man during his visit to Key West recently in the course of his conversation said: "The clear Havana cigar manufacturers of the country will eventually be forced to adopt the made-in-bond law or go away back and sit down."

The E. H. Gato Cigar Company received an invoice of over three hundred bales of tobacco last week. At the factory a large force is being carried and orders are coming to hand by every mail and also by night letter. Secretary Thomas H. Gato, accompanied by his family, left last week for Cuba, where they will spend some time. James R. Curry, Jr., chief bookkeeper of the company, is back from Havana, where he went recently for a business conference with Edwardo H. Gato, Sr., president of the company.

W. J. Ruthenburg arrived in the city from Cuba last week, being on his way to New York City. Mr. Ruthenberg's trip to Cuba was for the purpose of interesting the tobacco handlers there in a machine for stripping wrappers and fillers. He succeeded, I understand, in booking several orders in Havana for his labor-saving device.

Hon. William H. Malone, of the Professional Cigar Company, left Saturday night for Ocala, Fla., to attend the conclave of the Grand Lodge of Knights of Pythias.

Tobacco Statement.

Importations of Havana leaf tobacco in bond for week ending February 28th:

S. & F. Fleitas	12	bales
Cortez Cigar Company	109	"
Ruy Lopez Ca.	185	"
Total	306	"
Withdrawals	182	"

Importations of Havana leaf in bond for week ending March 9, 1914:

Moreda & Company	8	bales
S. & F. Fleitas	8	"
Cortez Cigar Company	15	"
Antonio Chanez	20	"
Mi Favorita Cigar Company	87	"
E. H. Gato Cigar Company	303	"
Total	485	"
Withdrawals	153	"

INGLACITA.

Cigar Shipments for Two Weeks Ending March 10, Via Mallory Steamship Line to New York, Mobile, Galveston and the East and West Coasts of Florida.

	Cases
I. M. Martinez, Tampa, Fla.	3
Valloft & Dreux, New Orleans, La.,	3
U. Koen & Co., New Orleans, La.,	3
Kelly Cigar Co., Chattanooga, Tenn.,	2
E. Meredith, Sherman, Tex.	2
Sam Freund, Waco, Tex.	2
Park & Tilford, New York	40
Gwynn, Strauss & Co., New York	3
Ruy Lopez Ca., New York	3
Acker, Merrall & Condit, New York,	3
E. H. Gato Cigar Co., New York	9
Geo. W. Nichols & Co., New York,	14
United Cigar Stores Co., New York,	12
Martinez-Havana Co., New York	4
H. C. Grashoff, Rochester, N. Y.	3
Esterbrook & Eaton, Boston, Mass.,	2
J. T. Woodhouse & Co., Detroit	2
Godfrey S. Mahn, Phila., Pa.	8
Jacob Langsdorf's Sons, Phila.	4
C. R. Lewis, Philadelphia, Pa.	2
M. A. Gunst & Co., Los Angeles	2
M. A. Gunst & Co., San Francisco,	3
S. Bachman & Co., San Francisco,	23
S. Bachman & Co., Los Angeles	6
A. B. Greenwald Cigar Co., Los Angeles, Cal.	6
Southwest Cigar Co., Dallas, Tex.,	2
H. Bercovich, San Francisco, Cal.,	3
Cortez Cigar Co., Savannah, Ga.	7
La Salle Hotel, Chicago, Ill.	2
J. & B. Moos Co., Cincinnati, O.	2
Hart Cigar Co., Portland, Ore.	4
M. A. Gunst & Co., Portland, Ore.,	2
Hemenway & Moser, Salt Lake City, Utah	2
Imperial Liquor Co., Seattle, Wash.,	2
J. & B. Moos Co., Cleveland, O.	2
Boston Store, Chicago, Ill.	2
William Henderson Co., Washington, D. C.	2
Cortez Cigar Co., Savannah, Ga.	12
Moore & Jones, Nashville, Tenn.	6
Lamar & Rankin Drug Co., Atlanta, Ga.	4
The Grinsfelder Co., Spokane, Wash.,	2
Lilly, Dungan & Co., Baltimore	3
S. Lavroff, Tacoma, Wash.	2
Valloft & Dreux, New Orleans, La.,	2
U. Koen & Co., New Orleans, La.,	3
Hart Cigar Co., Portland, Ore.	4
Gritman Bros., Pendleton, Ore.	2
Hemenway & Moser, Salt Lake City, Utah	2
C. B. Lowenson, Butte, Mont.	6
Old Dominion Tob. Co., Norfolk	2
Van Deman & Lewis, Jacksonville,	2
J. S. Pinkussohn Cig. Co., Savannah, Ga.	2
Arthur Weil, Richmond, Va.	2
Alabama Groc. Co., B'm'gham, Ala.,	2
E. A. Saunder's Sons, Richmond	2
Kelly Cigar Co., Bristol, Pa.	2
Fred Barman & Bro., Los Angeles,	4
S. Bachman & Co., Los Angeles	2
S. Bachman & Co., San Francisco	27
M. A. Gunst & Co., San Francisco	5
A. B. Greenwald Cig. Co., Los Angeles, Cal.	4
H. Bercovich, San Francisco	4
Alex. Hirschberg, Oakland, Cal.	2
Simon & Salizstein, Dallas, Tex.,	3
Sam Freund, Waco, Tex.	3
Casey-Swasey Co., Fort Worth, Tex.,	2
Red Cross Pharmacy, Miami, Fla.,	2

Fire Damages Ottawa Cigar Store

The cigar store of Manny Levy in the Moloney Building in Ottawa, Ill., was the scene of a fire recently, which destroyed stock and fixtures to the amount of $500. It was covered by insurance. The entire stock of cigars was so badly damaged that it will be turned over to the insurance companies to dispose of it as salvage.

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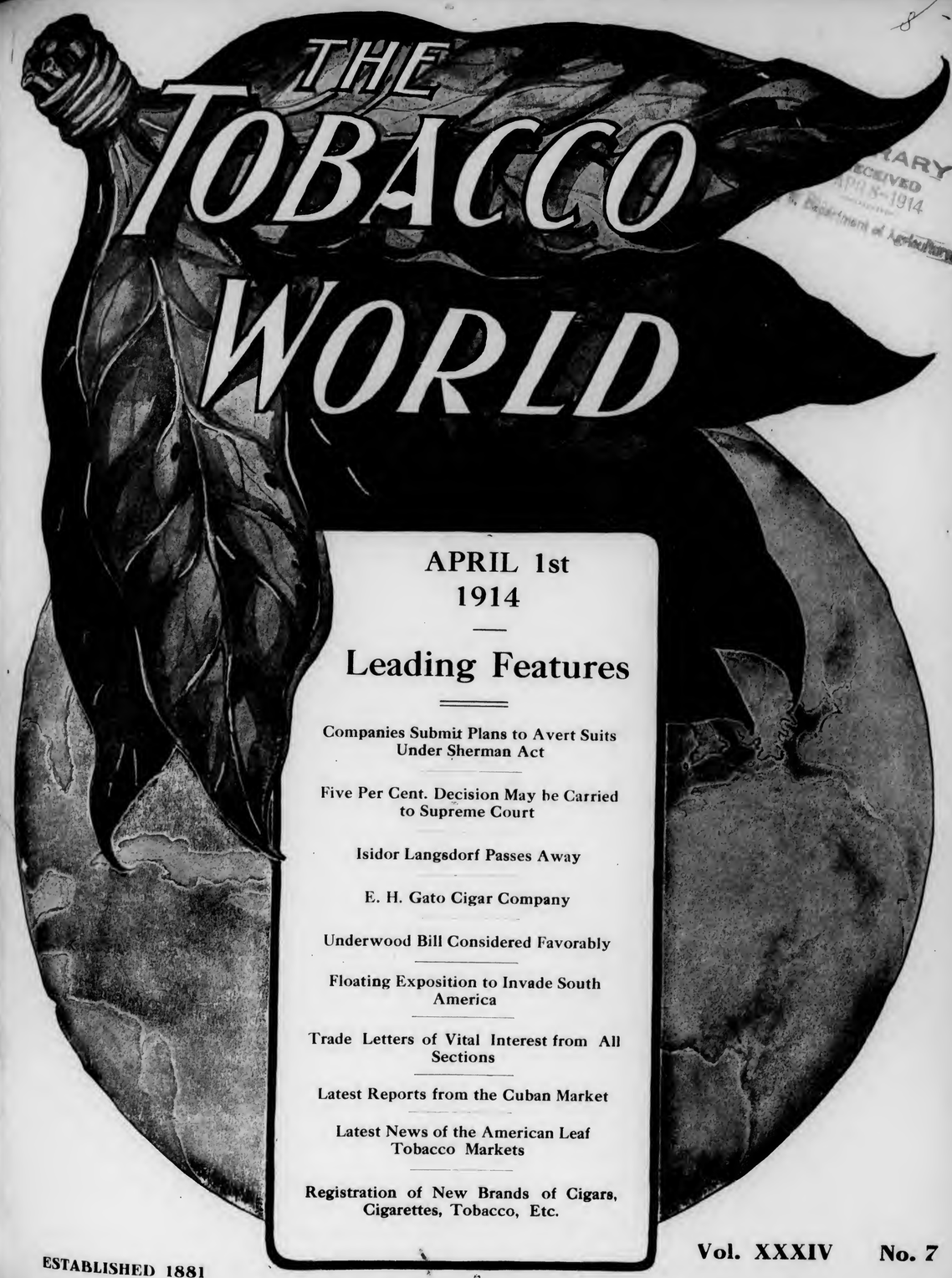

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PUBLICATION OFFICES: 236 Chestnut Street, Philadelphia

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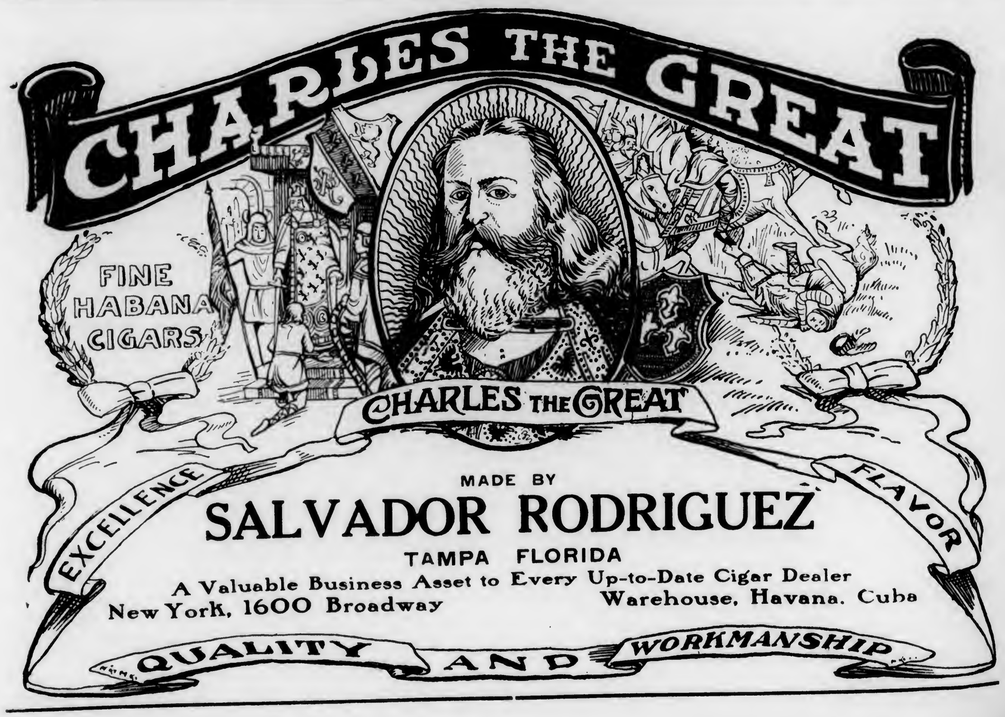

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No Better Goods Made
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One of the Oldest Havana Brands

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Best 10c Cigar in 1869—Since and Now

"La Flor de Portuondo"

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¶ First introduced to the trade in 1869 by the late Juan F. Portuondo, one of the pioneers of cigar manufacturing in the Quaker City.

¶ The superior quality and workmanship of these goods, which made their maker famous from coast to coast, has been maintained ever since and is typified in the above brand, a Havana filled, Sumatra wrapped cigar of most excellent flavor.

Juan F. Portuondo

Cigar Mfg. Co., Philadelphia

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Countless Consumers Confidently Consume Cressman's "Counsellor"

or, in other words, "they appreciate the 'real thing' in a cigar when they strike it." Quality considered, they know they are smoking the best. Knowing this, Mr. Dealer, can you afford to ignore a brand with the reputation and selling quality embodied in the "Counsellor"? Are you getting your share of that business?

Not until you stock up on this cigar in the right way and push it by "putting your shoulder to the wheel", will you realize to the full what a prolific source of profit it is.

Sell the *Consistent Counsellor Cigar*. It pays

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The Original and Genuine

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Smoking Tobacco in a New Cut

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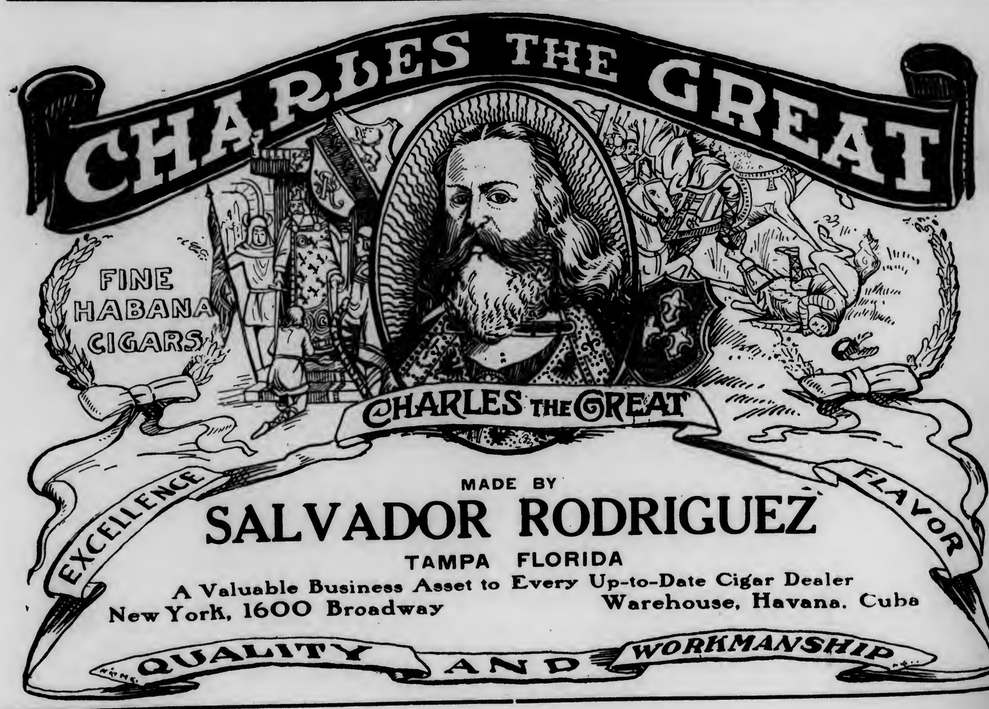

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The Original and Genuine

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Smoking Tobacco in a New Cut

Packed in a Pocket-proof Package

1½ ounces—5 cents

United States Tobacco Co.

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The
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and smoothness of the
Cremo blend
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number of smokers

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The best value ever attempted in a long filler Sumatra wrapper cigar

Statesmen MILD 5¢ CIGARS

THEY WILL SELL

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We guarantee Copenhagen Snuff is now and always has been absolutely pure.

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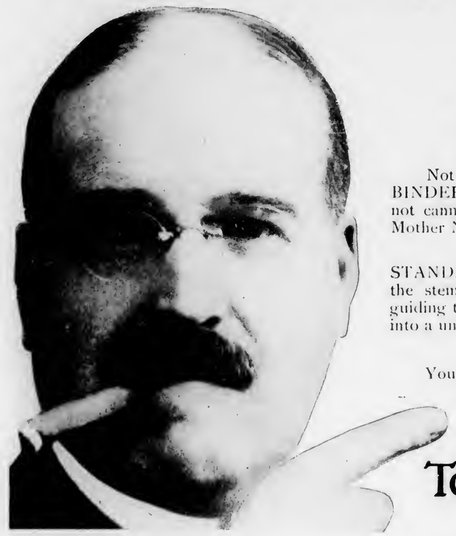

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TOBACCO PRODUCTION CO.,
New Milford, Conn.,
DEPARTMENT H

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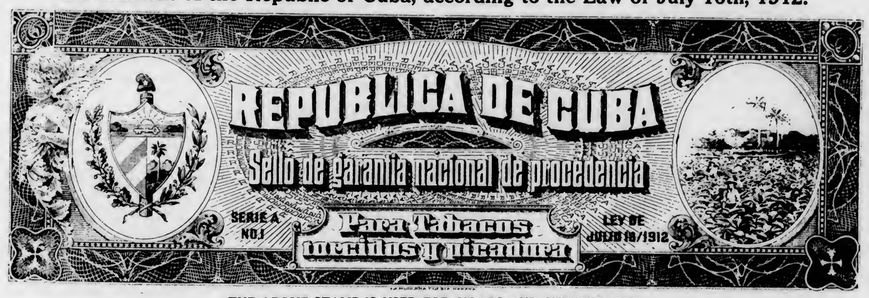
X and XX
HAVANA BLEND

TWO GRADES:
X and XX
HAVANA BLEND

Exact Fac-simile of the Government Stamps on Cigars, Cut Tobacco and Cigarettes, issued by the Government of the Republic of Cuba, according to the Law of July 16th, 1912.



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5c.-Rocky Ford Cigars-5c.

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Made at our Newark, N. J. Factories

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They Lead the Leaders

26 SIZES

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The Union Made Cigarette of Quality
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Makers of

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"THE NATIONAL SMOKE"

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R. A. BACHIA & CO.

47 West Sixteenth St. New York

10c. GENUINE 15c.

HENRY IRVING HABANA SEGARS

Made in the honest old-fashioned way by

John W. Merriam & Co.

139 Maiden Lane New York

FOR QUICK RESULTS

TRY A

TOBACCO WORLD WANT AD.

CITY LIFE

5 cent cigar

ASK YOUR JOBBERS

MANUFACTURED BY

MARION C. HOLCOMB

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44

CIGARS

"44" Cigar Co. Philadelphia

Havana Warehouse Monte 167

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M. LOPEZ & CO.

Formerly of CALIXTO LOPEZ & CO.

Packers and Importers of VUELTA ABAJO TOBACCOS 90 Wall St., New York

BAYUK BROTHERS

"HAVANA RIBBON"

FIVE CENT CIGAR

PHILADELPHIA

DIAMOND JOE TRADE MARK CIGAR FACTORY ESTABLISHED 1860

Charles Denby

BEST THAT SKILL, ENERGY AND MONEY CAN PRODUCE

H. FENDRICH, Maker, EVANSVILLE, IND.

5c CIGAR

A Needless Expense

The payment of $1.85 per pound duty on your wrapper IS A NEEDLESS EXPENSE IN YOUR BUSINESS when you can obtain wrappers of such *high standard* and *merit* in BURN, QUALITY and YIELD as our

American Sumatra Wrapper

Don't lose valuable time if you want to make your business profitable for 1914.

Our Customers are already convinced. Let us convince you?

American Sumatra Tobacco Co.

131 Water Street, New York

THE MECCA Turkish Blend unites l the best qualities of the world's finest tobaccos, aged to the ugh mellowness, mildness and sweetness. The flavor is smooth nd delightful—the fragrance is rich and satisfying.

MECCA

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CIGARETTES

"The Envy ll Cigarette Manufacturers"

The new Oval Foil Pac e of 20 has won the smokers of the nation by its convenience and the f nness of its double-quantity of MECCA Turkish Blend Cigarettes.

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Be as critical as you , but try MECCA.

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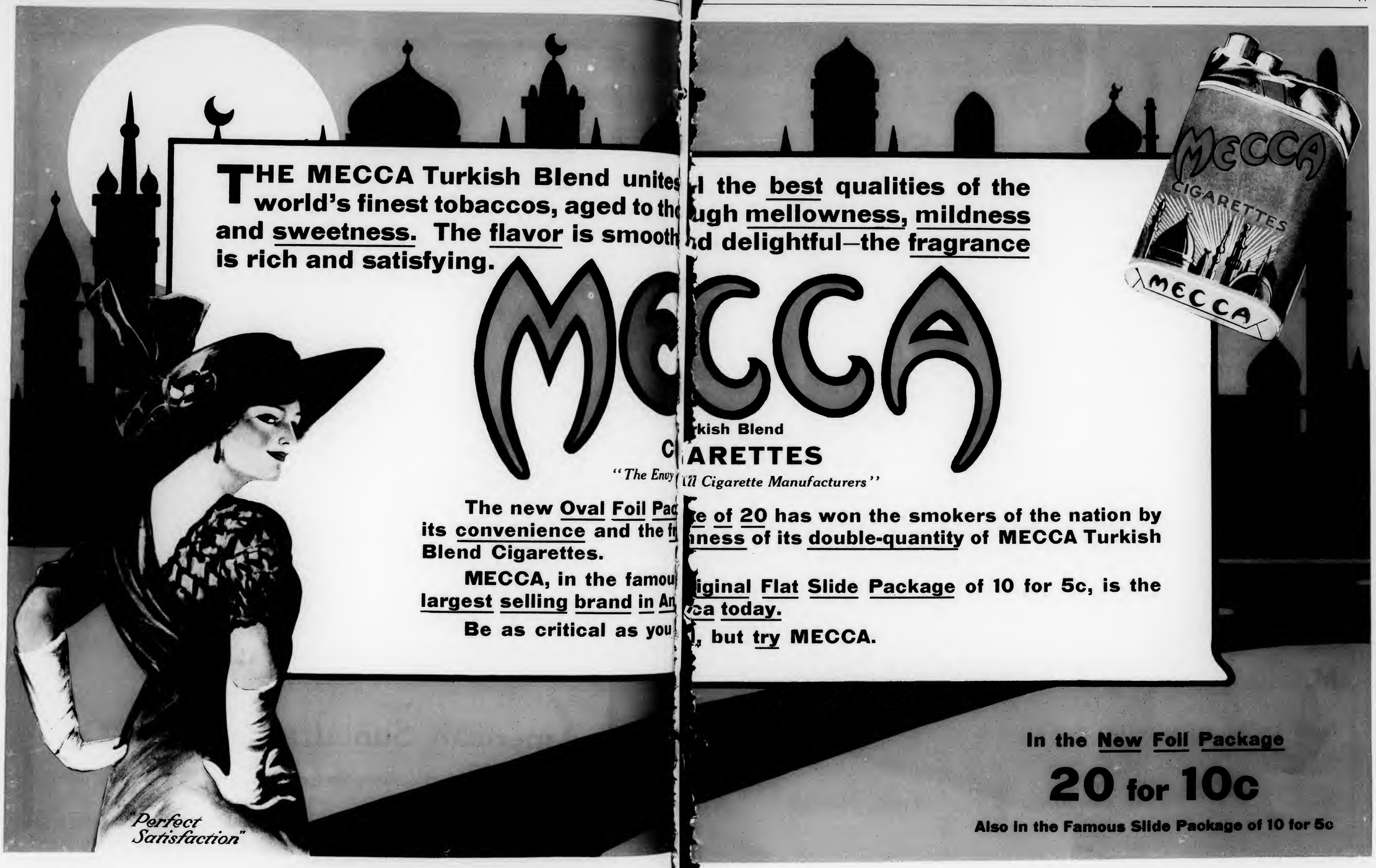
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INTENTIONAL SECOND EXPOSURE
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HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

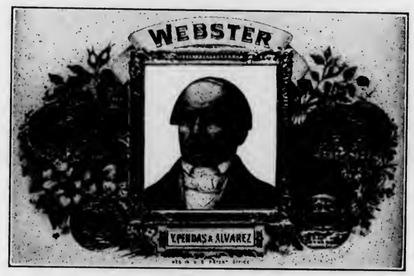
V. Guerra, Diaz & Co., Tampa, Fla.

Established 1867

Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA.

HAVANA CUBA

T&O COMPANY MAKERS

Wm Penn

10c. Cigar

Good Thru' & Thru

THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
PHILADELPHIA

S. Loewenthal & Sons
123 Maiden Lane
New York

¶ Importers of Havana and Packers of Leaf Tobacco.

One of the largest packers of shaded tobacco in the world

FLORIDA GEORGIA CONNECTICUT

M. MELACHRINO & CO., Inc.

EGYPTIAN CIGARETTES

You Cannot be Mistaken if You Stock the Easiest Sold Cigarettes

M. Melachrino & Co., Inc., are purveyors and supply all the Courts, Embassies, 120 Clubs and 360 Regimental Messes throughout Europe

GRAND DEPOTS OF M. Melachrino & Co., Inc. { London, 8 Regent St., S. W. Capetown, South Africa | Calcutta, 10 Government Place Alexandria, Rue Cheriff Pacha | CAIRO, Head Office and Factory Hamburg, 18-20 Grosse Backerstrasse

AGENCIES IN THE PRINCIPAL CITIES OF THE WORLD PRICE LIST UPON APPLICATION

214-216 WEST 47th STREET, NEW YORK

THE TOBACCO WORLD

Vol. XXXIV. PHILADELPHIA AND NEW YORK, APRIL 1, 1914. No. 7.

COMPANIES SUBMIT SALES PLANS TO AVERT SUITS UNDER SHERMAN ACT

U. S. Attorney Supplied With Draft of Concessions—Must be Passed on by Attorney-General—Investigation Caused by Complaints of Independent Dealers

NEW YORK, March 30, 1914.

THE four companies into which the Tobacco Trust was disintegrated by the decree of 1911 were represented by counsel at the conference held here today by U. S. Attorney H. Snowden Marshall and counsel for the Metropolitan Tobacco Company. A draft of the concessions that they are willing to make in order to escape a second action under the Sherman anti-trust act was submitted. Before this can be accepted it must be passed upon by Attorney-General McReynolds.

The Government is acting upon the complaint of certain independent dealers, who charge that a monopoly of the jobbing business in this district which was enjoyed by the Metropolitan Tobacco Company under the old trust still exists, and that independent dealers are forced to buy their tobacco at retail prices.

It was charged that the Metropolitan Tobacco Company was the sole distributor of the products of the components of the former trust and that the monopoly ordered dissolved by the Supreme Court decree still existed.

The basis of the agreement which the Department of Justice is willing to accept is that the American Tobacco Company, Liggett & Myers, P. Lorillard Company and the R. J. Reynolds Tobacco Company promise to sell their products to distributors who are competitors of the Metropolitan Tobacco Company at the same prices quoted to the Metropolitan. Negotiations were entered into several weeks ago, but they did not progress far, as the reorganizations plans suggested did not go far enough to meet with the approval of the Attorney-General.

The Government's position was explained at a conference held on March 25th in the office of United States Attorney H. Snowden Marshall. It was attended by Junius Parker, attorney for the American Tobacco Company; Berton G. Craige, counsel for the R. J. Reynolds Tobacco Company; Paul Fuller, representing Liggett & Myers; J. Hamilton, attorney for the P. Lorillard Company, and ex-Justice W. N. Cohen, representing the Metropolitan Tobacco Company. Claude A. Thompson, special assistant United States Attorney, who had charge of the investigation, was also present.

Mr. Marshall pointed out that the Metropolitan held exclusive jobbing privileges in the territory bounded on the south by Trenton, N. J., and on the north by Stamford, Conn.

He reminded the lawyers for the tobacco companies that the Government had evidence conclusively showing that the Metropolitan Tobacco Company was formed for the purpose of driving independent jobbers out of business in this territory, which includes New York City, and that this monopolistic plan had deliberately been devised and continued after the dissolution decree entered against the Tobacco Trust.

(*Continued on page 20*)

FIVE PER CENT. DECISION MAY BE CARRIED TO SUPREME COURT

Bill Drawn to Provide Appeal From Customs Court—Favorable Report Expected in the House—Treasury and Importers Seek Early Decision

WASHINGTON, D. C., March 30, 1914.

THE opinion recently rendered by the Board of United States General Appraisers regarding the five per cent. clause in the Underwood bill was quite a surprise, as it was believed that it would be granted to all vessels or none. Instead it was upheld that goods imported in American vessels should receive this discount, while those brought in foreign vessels should not receive it.

Before the case goes any further, however, a desperate attempt is going to be made to have the present law of the judiciary revised so as to permit of an appeal from the Customs Court to the Supreme Court in particular cases. The case is now before the Customs Court.

The importers involved in the so-called five per cent. case have noted an appeal with the Customs Court. The General Appraisers held that the clause granted a reduction to goods imported in American bottoms, but that the favored nation treaties did not apply and therefore a similar reduction could not be granted on goods imported in ships of countries with which we have favored nation treaties.

The Government contended that the proviso in the clause in question abrogated the right of giving the five per cent. reduction to any goods so long as the favored nation treaties were in force. It is upon this point that the Government also is expected to note an appeal to the Customs Court. Instructions have been issued to the Assistant Attorney General to bring the appeal, but this will be delayed until the assistance of Congress can be invoked.

It is argued that in customs cases where a treaty right is involved appeals should be permitted from the Customs Court to the Supreme Court. This point was originally raised in connection with the Canadian wood pulp case, in which it was argued that a reduction in duties should be granted on wood pulp imported from all favored nations because a similar reduction was granted Canada. The undecided point is still whether the law of the land supersedes a treaty right or whether a treaty right supersedes the law of the land.

Assistant Attorney General Wemple, of New York, who has charge of customs cases for the Government, has appeared before the House Judiciary Committee to argue in favor of a bill to permit an appeal in cases where a treaty right is involved. This bill was drafted at the instance of the Treasury Department by Attorney General McReynolds and is now pending before the Judiciary Committee. Mr. Wemple's testimony was largely explanatory of the conditions surrounding the wood pulp case and the American bottoms case, both of which involve the rights under our favored nation treaties.

It is expected that the committee will report the bill favorably to the House.

CAPITOL.

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Mr. Langsdorf had been at business on Friday and felt in the best of health. He left his office early to prepare for a family dinner which was held late Friday evening at his home, when his two children, Jacob Loeb Langsdorf and Mrs. Charles E. Fox, with their families feasted, and seemingly Mr. Langsdorf enjoyed the meal and the family meeting more than any one present. He bid them all good night and extended the usual salutation as his guests left. A short time after he was stricken and died.

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1850 — 1914

Mr. Langsdorf was born in this city August 14, 1850. He was a widower, his wife, who was Miss Blanche Loeb, of Philadelphia, dying in 1896. His early education was received in the public schools. For a little time he had been a student at the Central High School for Boys, but did not graduate as he entered the cigar business conducted by his father, Jacob Langsdorf. That was nearly forty years ago. For twenty-five years he was a member of the Antonio Roig & Langsdorf firm, being at its head for ten years.

He was a member of the Rodeph Shalom Congregation ever since he was a lad, and had for years been an honorary member of the board of directors of that body. Mr. Langsdorf was also a director of the Hebrew Sunday School Society of Philadelphia; a director of the Hebrew Educational Society of Philadelphia, and a director of the Philmont Club. As vice-president and chairman of the executive committee of the Jewish Hospital Association he was a most prominent figure, having led many moves for the large improvements that have come to the Jewish Hospital.

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c/o Hotel Lowry.

Answer—Paul Masson Company, 522 Light Street, Baltimore, Md.

Glass Cigar-Box Lids

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Dear Sir,—Will you kindly advise us of the addresses of firms manufacturing glass lids for cigar boxes?

Yours truly,
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Answer—Brunhoff Manufacturing Company, Ninth and Freeman Streets, Cincinnati, O.; P. A. Becker Company, 132 Cumberland Street, Brooklyn, N. Y.

Underwood Bill Interferes With His Personal Liberty

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But you are going to get me in wrong if this bill goes through. My wife has become reconciled to my smoking at home because I give her the coupons and she is always able to use them to get something that she wants but does not like to spend the money for. If this bill passes, good-night! I won't be able to smoke in peace any more in my own home, but will have to do it around the corner, as I did when I was a boy.

Maybe the consumer is paying for the coupons, but believe me I'm one that is willing to do it. The argument, "the greatest good to the greatest number," is all right, but this bill is going to hit me an awful blow and I feel kind of selfish about it.

Hoping the bill does not pass, I am,

Yours truly,
A. CONFIRMED SMOKER.

We Can

PHILADELPHIA, PA., March 27, 1914.

Editor THE TOBACCO WORLD,
Philadelphia, Pa.:

Dear Sir,—Can you inform us of the name and address of Factory 1357, Ninth District of Pennsylvania?

Yours truly,
FRANKLIN PHOTO ENGRAVING HOUSE.

Answer—Edward Holtzinger, Wrightsville, No. 2, Pennsylvania.

We Sure Heard of "Made-in-Jackson" Week

The Jackson Press, of Jackson, Mich., is also on the job, according to this clipping:

THE TOBACCO WORLD, a Philadelphia publication, has evidently heard of "Made in Jackson" week, having requested M. A. Dibble & Company, of this city, to forward photos of a few of the displays and data for use in the columns of a forthcoming issue.

Samuel Daniels

Samuel Daniels, founder of one of the first wholesale cigar houses in Chicago, died at his home, 4835 South Michigan Avenue, Chicago, within the past fortnight. Mr. Daniels, who was a native of Germany, had been a resident of Chicago for fifty years, and is survived by four daughters and a son.

"Movies" Shown on "Bull Durham" Auto

A novel device for the advertising of "Bull Durham" cigarettes from "Bull Durham" smoking tobacco, manufactured by the Bull Durham Tobacco Company, was shown in Boston last week after dark, when a huge automobile truck, bearing on either side a canvas screen surrounded by plate glass, depicted the making of a cigarette from start to finish. The picture shown was that of a young man seated at a table on which lay a bag of "Bull Durham." Pouring out some of the tobacco into the cigarette paper, which he held in his hand, he proceeded to roll the cigarette and light it, showing by the smiles on his face, that the smoke was certainly a very pleasing one. The picture appears in lifelike colors, a motor operated by a battery successively lighting up the various portions of the painted canvas necessary to show each stage of the smoker's movements.

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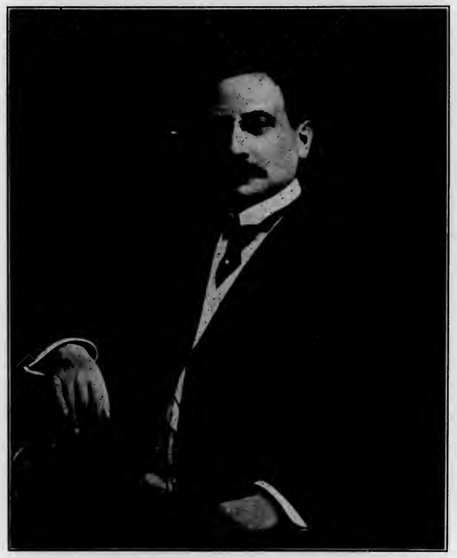

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Dear Sir,—I see by your last issue, which has just reached me, that in your usual quiet editorial way you infer that the passage of the Underwood anti-coupon bill would be a boon to the cigar trade.

Now I am not interested in the tobacco business, except that I am a heavy smoker of tobacco and cigars. I subscribe to THE TOBACCO WORLD because I like its style, and I like to know something about lines of trade other than my own.

But you are going to get me in wrong if this bill goes through. My wife has become reconciled to my smoking at home because I give her the coupons and she is always able to use them to get something that she wants but does not like to spend the money for. If this bill passes, good-night! I won't be able to smoke in peace any more in my own home, but will have to do it around the corner, as I did when I was a boy.

Maybe the consumer is paying for the coupons, but believe me I'm one that is willing to do it. The argument, "the greatest good to the greatest number," is all right, but this bill is going to hit me an awful blow and I feel kind of selfish about it.

Hoping the bill does not pass, I am,

Yours truly,
A. CONFIRMED SMOKER.

We Can

PHILADELPHIA, PA., March 27, 1914.

Editor THE TOBACCO WORLD,
Philadelphia, Pa.:

Dear Sir,—Can you inform us of the name and address of Factory 1357, Ninth District of Pennsylvania?

Yours truly,
FRANKLIN PHOTO ENGRAVING HOUSE.

Answer—Edward Holtzinger, Wrightsville, No. 2, Pennsylvania.

We Sure Heard of "Made-in-Jackson" Week

The Jackson Press, of Jackson, Mich., is also on the job, according to this clipping:

THE TOBACCO WORLD, a Philadelphia publication, has evidently heard of "Made in Jackson" week, having requested M. A. Dibble & Company, of this city, to forward photos of a few of the displays and data for use in the columns of a forthcoming issue.

Samuel Daniels

Samuel Daniels, founder of one of the first wholesale cigar houses in Chicago, died at his home, 4835 South Michigan Avenue, Chicago, within the past fortnight. Mr. Daniels, who was a native of Germany, had been a resident of Chicago for fifty years, and is survived by four daughters and a son.

"Movies" Shown on "Bull Durham" Auto

A novel device for the advertising of "Bull Durham" cigarettes from "Bull Durham" smoking tobacco, manufactured by the Bull Durham Tobacco Company, was shown in Boston last week after dark, when a huge automobile truck, bearing on either side a canvas screen surrounded by plate glass, depicted the making of a cigarette from start to finish. The picture shown was that of a young man seated at a table on which lay a bag of "Bull Durham." Pouring out some of the tobacco into the cigarette paper, which he held in his hand, he proceeded to roll the cigarette and light it, showing by the smiles on his face, that the smoke was certainly a very pleasing one. The picture appears in lifelike colors, a motor operated by a battery successively lighting up the various portions of the painted canvas necessary to show each stage of the smoker's movements.

INTENTIONAL SECOND EXPOSURE
IRREGULAR PAGINATION

THE TOBACCO WORLD

ESTABLISHED 1881

PUBLISHED ON THE 1ST AND 15TH OF EACH MONTH BY
THE TOBACCO WORLD CORPORATION

J. LAWTON KENDRICK, Treasurer

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J. LAWTON KENDRICK .....Managing Editor
HOBART BISHOP HANKINS .....Advertising Manager

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TAMPA MILWAUKEE LANCASTER CINCINNATI
CLEVELAND LOS ANGELES SEATTLE
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HAVANA, CUBA, OFFICE—NEPTUNO 24, Altos, CARLOS M. WINTZER. Representative

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

FREDERICK HIRSCHHORN, 54th St. and 2nd Ave., New York..President
OTTO EISENLOHR, 932 Market St., Philadelphia .....Vice-President
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This remark was once passed about a prominent business man who was always promising to do more than he could.

"He is the Best Promiser on Earth"

After a time, many of his customers having been disappointed, he lost their confidence and their business as well

In placing advertising the wise manager does not base his contract on promises and expectations. He looks about, rather, to see what the medium he is considering has accomplished. He bases his decision on "past performances." He knows that when a solicitor is flirting with a big contract he is apt to strain his optimism a point. For that reason he finds out what the medium has accomplished in the past.

The influx of inquiries and of new business to THE TOBACCO WORLD has been due to the fact that we have solicited on "past performances." We have seldom had to make a statement for ourselves; our friends are doing that for us. They are doing it because we are "delivering the goods."

More men in the tobacco industry are reading THE TOBACCO WORLD than ever before; more advertisers are using THE TOBACCO WORLD than ever before in our history. It is needless to say that these facts concerning our growth are not due to "promises," but to what we have and are accomplishing.

That the cigar business in both the nickel goods and higher grades is showing no let-up is indicated by the reports of the manufacturers that they are considerably oversold. One firm stated the other day to a TOBACCO WORLD representative that on one brand alone they were more than a million behind. This brand is not sold east of the Mississippi and we did not know they made it. It has never been advertised, but has been made as a favor for a number of Western houses. The demand for these goods has increased to a point where it is interfering with the production of the nationally advertised brand.

Cigar Business Shows no Let-up

While we were talking to one manufacturer a clerk placed a telegram on his desk. It read, "Ship fifty thousand in addition to standing order at once." The manufacturer stated that the party would be lucky to get the goods by May 1st, if then.

How do you account for the increasing demand, he was asked. "We advertise continually, and we back our copy up by making good cigars. There is too much competition in these days to advertise an article and to try and fool the smoker with inferior goods. We manufacture cigars to secure 'repeat' business, and we always get it."

The same story could be told by a score of manufacturers in the Quaker City and it goes to prove that the consumer is getting more for his money today than ever before. Our manufacturers throughout the nation are making better cigars and the consumer appreciates this fact and is smoking more of them.

Morris Pach

Morris Pach, one of the oldest Republican leaders in Monmouth County, and who, until his retirement two years ago, was county manager of the New Jersey Tobacco Company, died at his home in Red Bank, N. J., on March 29th. The deceased was seventy-six years old.

Mr. Pach was a charter member of the Red Bank Lodge of Elks, a member of the Mystic Brotherhood, F. & A. M., and of the Navesink Hook and Ladder Company.

Emanuel Josephs

Though having lived in retirement from business for the past twelve years, Emanuel Josephs, whose death occurred at his home, 112 East Eighty-first Street, New York City, recently, previous to that time had engaged in the manufacture of cigars for many years. His death was due to diseases incidental to advanced years. He is survived by a widow, seven daughters and one son.

Henry Sandmeyer

Henry Sandmeyer, of the well-known cigar manufacturing firm of Sandmeyer & Company, with quarters at 208 South State Street, Chicago, Ill., died last week at his home in East Fiftieth Place, following an illness of six months. The deceased, who is survived by a widow and four daughters, had been active in the wholesale and retail cigar business of Chicago for close on to thirty years. He was eighty-five years old.

C. H. Crouch

C. H. Crouch, thirty-nine years of age, a tobacco expert and a resident of Paducah, Ky., died in that city recently, as the result of drinking carbolic acid. The deceased, at the time of his death, was engaged in the capacity of foreman in the rehandling warehouse of the Weyman-Bruton Tobacco Company, and is said to have been held in high esteem by his employers.

A WEALTHY American, who has recently fled the stricken territories of Mexico, and is now living in Key West, says that while he likes Mexican cigarettes, he does not want any at present.

I learned that he was craving for the little black rolls from Mexico, and as he was unable to get them in the city, I advised him to cultivate a taste for Cuban cigarettes. He tried them, but they evidently did not fill the bill, for he confessed that soon after he sent an order for two dollars to a Mexican factory.

Rather sheepishly he told me the following story regarding it:

"When I got notice that the goods were in the Customs House, I hurried down at once, as my craving for the Mexican goods was at a high pitch. Imagine my surprise when the clerk said: 'Twenty-four dollars, please,' as he handed me the goods. I was amazed. Then I bitterly arraigned the manufacturers for exceeding the amount of the order.

"'But the manufacturer did not exceed the amount of the order, sir,' said the clerk; 'that charge is for additional duties collected in Mexico, with our usual duty added.'

"I told him he could throw the cigarettes in the Gulf before I would pay twenty-four dollars for them, and turned on my heel to walk away. However, my craving was so great that I turned back and told him that I needed the smokes worse than I did the money, so I paid the twenty-four dollars."

He added that they are about the most expensive cigarettes he has ever smoked and that he is now very favorably inclined toward the more inexpensive Cuban brands.

* * *

When Schwarz, the genial advertising manager of Bobrow Brothers, tells of a successful advertising campaign, or any new deal that is put across, he generally ends his part of the conversation by saying: "By gosh, it was a well-laid plan."

I asked him one day how that sentence came to be so firmly imbedded in his mind. The result was the following story:

It seems that Eisenberg Brothers, known as the "Cigar Store Beautiful," in Dayton, O., was at one time headquarters for a clique of jokers and one, Jean Rhinheimer, who was a member of the clan, often became the victim of a practical joke perpetrated by some of the boys. The best part of it was that Jean's usual reply when he found himself victimized was: "By gosh, that was a well-laid plan."

On one occasion Jean planned to surprise the object of his affections with a handsome umbrella as a remembrance on her birthday. On a certain Saturday evening he called at the store and asked Morry Eisenberg if he could leave a package in the closet until the following afternoon. The request was granted and Jean went his way. The bunch was present on that evening in full force and their inquisitiveness was not to be overlooked, as Jean found out later.

On Sunday afternoon Jean called for the package and took a long slender box handsomely bedecked with red ribbon around to the home of the young woman in question. When he arrived he handed the package to the object of his affections and proceeded to the library to await the announcement of the evening meal. Meanwhile he was at loss to understand why the opening of the parcel had not brought forth endearing words and an outpouring of thanks, instead of deep silence. Finally there was a cool "Supper is ready," and Jean proceeded to the dining room. The rest is best told in Jean's words:

"I sat down at the table, wondering at the ungratefulness of a woman for whom I had spent twelve dollars for the best umbrella I could buy, and at the same time basking in an atmosphere peculiar to regions north of the Arctic Circle. I started to eat supper without relish or appetite and not a suggestion of a smile or word of thanks could I get from Miss Blank. Upon rising from the meal I happened to look around and there I saw in the corner, instead of a handsome pearl and gold-handled umbrella, an old relic with a corn-cob pipe for a handle and my card of greeting attached to it. That remnant of an umbrella was positively the worst looking apology for something to shed water that I ever saw. There were only a few ribs left and the covering had been rent in many places by wind and storm. Of course, I explained as best I could, but it took some time to raise the temperature of the room to normal."

Saturday night, after Jean had gone, the boys got the apology for an umbrella and substituted it for Jean's handsome gift. Sunday night, about six o'clock, he came into the store as if Old Nick was after him, rushed over to the closet and upon seeing his original umbrella reposing in all its glory in the corner, he breathed a sigh of relief, and turning around to the boys who could hardly restrain their laughter, he smiled and said: "Well, by gosh, that was a well-laid plan." And off he went with the new umbrella to square himself with Miss Blank.

* * *

My English friend informs me that the old clay "churchwarden" pipes are not quite so extinct as we might be led to believe, and that in the remoter districts of Lancashire the "yard of clay" figures quite prominently at funerals.

On the return of the mourners to the late home of the deceased a box of "long clays" is unsealed and the pipes handed to the male members of the company, who, ringing before the fire, indulge in the memories of old days called forth by the occasion. At breaking up the pipes are snapped in significance that the occasion for their use is ended.

THE ONLOOKER.

COMPANIES SUBMIT SALES PLANS TO AVERT SUITS UNDER SHERMAN ACT

(*Continued from page 15*)

The lawyers for the tobacco companies then brought up several suggestions as to what they might do to meet the views of the Government, and agreed to formulate some plan which they would have ready on Monday, March 30th, thus hoping to avoid action in the courts.

At the conference held today nothing was made public, but it is expected that a statement will be issued later.

Despite the fact that the Government is willing to agree to some basis of settlement with the tobacco companies which would satisfy their demands as to the legal operations of the Metropolitan Tobacco Company within a given scope, and that the lawyers are now busy trying to frame such a plan, the belief prevails that nothing short of actual going out of business, or, in other words, dissolution of the Metropolitan as a jobbing concern will be acceptable to the Federal authorities.

KNICKERBOCKER.

Expect Favorable Report on Underwood Bill

WASHINGTON, D. C., March 30, 1914.

There seems to be a slight majority of the members of the Ways and Means Committee in favor of the anti-coupon bill and now that it has been printed it is expected that there will be a meeting shortly to recommend some sort of legislation on it. Some of the members say they are undecided as to just what stand they will take in the matter.

At the time of the hearing articles appeared in several of the big metropolitan newspapers insinuating that the bill was backed by some of the majority stockholders of the large tobacco companies. It was pointed out that since the dissolution of the Tobacco Trust in 1911, it had been a case of "every fellow for himself" and that the several companies in working along this line had not felt any too friendly toward the "United," who have offered the biggest opposition to the bill. One article further stated that the "United" bought generously of independent manufacturers and that for this reason they had incurred the displeasure of several of the big companies. For this reason, it was argued, several of the big tobacco companies would be glad to see such as the Underwood bill passed.

Representative Underwood, however, does not believe that such is the case and points out that the hundreds of independent manufacturers and retailers would not fight so hard for the passage of this bill if it were going to benefit only the big companies.

Camp Importation Company to Occupy New Quarters

Brought into existence but a few months ago, the "Camp" cigarette, a turkish product manufactured by the Camp Importation Company, New York City, has achieved such a success that the company find it necessary to increase their quarters and have leased a loft at 105 West Thirty-ninth Street, and will occupy the same shortly.

Old Association Reorganized

At a recent meeting held in the American House, Boston, Mass., the Massachusetts Jobbers' Association reorganized the association and elected their officers as follows: President, Samuel Rosenthal; vice-president, A. Bieringer; treasurer, Maurice Hanauer, and secretary, George Melhado.

TAMPA TIPS

Manuel Sanchez Does Not Aspire to Politics—Tampa-Cuba Head Visits New York—Fire Partially Destroys Cigar Factory—"Flor de Bolano" Now Made in Bond

TAMPA, FLA., March 27, 1914.

IN these days of political activity, one hears much concerning the nominee for this office and the nominee for that, but it is not often that one hears a protest from the supposed nominee that such is not the case. However, it seems that the name of Manuel Sanchez, of Berriman Brothers cigar factory, had been mentioned in connection with the office of Commissioner of Public Works, and as Mr. Sanchez does not aspire to the honor, he thought it best that his friends know about it. Hence, the notice.

Speaking of candidates, Joaquin Lopez, a member of the cigar manufacturing firm of Arguelles, Lopez & Brother has given his consent to run for office as a representative on the Board of Public Works.

Ernest Berger, president, and Emil Pons, manager, of the Tampa-Cuba Cigar Company, left here this week for New York, where they plan to spend several days on business.

Robert Tanksley and William H. Clements, salesmen for the Liggett & Myers Tobacco Company, are here at present. This is Mr. Clements' first trip to Tampa, he being a new man in this territory.

Quite an influx of orders is reported at the factory of the J. M. Martinez Company on their famous "Norma Martinez."

Samuel I. Davis & Company are kept busy keeping up with the demand for "El Sidelo."

Important business matters requiring attention, called Jose Lovera, accompanied by Mrs. Lovera, to New York last week. "Flor de Lovera" needs no introduction to the trade.

John Carlisle, who takes care of the Western end of the State for Liggett & Myers spent a few days here recently.

Fire last night partially destroyed the cigar factory of Philip Citisci, a cigar manufacturer, located on Seventeenth Street, between Twelfth and Thirteenth Avenues, a loss of about $2500 being entailed. The cause of the fire is unknown, but is thought to have started through contact of a lighted cigar with other inflammable material. The fire had gained much headway before it was discovered, the flames having taken quite a hold on the building by the time the fire department arrived. The stock in the building, one-half of which was destroyed, is reported to have been valued at $3000.

Fred Dalton, who looks after distribution for Eli Witt, recently spent a week in the southern part of Florida, calling on the trade.

Among the building permits taken out lately, was one by Arguelles, Lopez, for an addition to his factory at Twenty-first Street and Fifteenth Avenue, to cost $2640.

A. L. Cuesta, of Cuesta, Rey & Company, recently spent a few days in Atlanta, on business.

In a recent interview with a member of the firm of Grommes & Elson, it was stated that the reason this well-known firm have not opened a factory in Tampa ere this, was due to the fact that being Chicagoans, they believed in manufacturing cigars in that city, which, according to their creed is a fine place in which to manufacture clear Havana cigars. Relative to the future conduct of the recently acquired Bolano interests, Grommes & Elson will run the factory here for the exclusive manufacture of "Flor de Bolano" cigars and the other brands manufactured by the former company. The new factory is to manufacture in bond just as soon as arrangements to that effect can be completed.

PERFECTO.

Duke Building, Durham, Destroyed

Damage amounting to more than $1,000,000, a fair portion of which was covered by insurance, was the result of a fire which recently visited the James R. Duke five story office building at Durham, N. C. The fire is said to have started in a plumbing shop located in the building. The flames spread with such rapidity that it looked for awhile as if the entire business district of Durham was doomed. The building itself was destroyed.

Fifty thousand postcards showing the various departments of the factory have been printed for P. Pohalski & Company, New York, which are now being sent throughout the trade for distribution to the public.

PHILADELPHIA.

Boltz, Clymer & Company Bond Tampa Factory

ADVICES from Boltz, Clymer & Company, Tampa, are to the effect that arrangements have all been perfected whereby their splendid new factory in Tampa will take advantage of the recently enacted law and become a bonded factory April first or thereabouts, so that after the date named their old-established brand of "El Palencia" cigars will bear the Government guarantee that the goods are all made of Havana tobacco, though the customers of the house for years past have been absolutely sure of this fact.

In going into bond, John H. Boltz, Jr., perfected an arrangement which might have been copied by other bonded manufacturers to a good purpose. He bonded their entire factory, but left the office section of the building free from governmental control so that members of the company could have access to it whenever desired. In adopting this course he was compelled, however, to entirely separate the office from the factory by solid partitions, but it gives the company an opportunity to remain in their offices at all hours after the eight-hour Government Inspector has closed up the factory. This is a convenience which manufacturers will appreciate later on.

John H. Boltz, Sr., is expected in Tampa in a week or so for his annual visit to their Southern plant.

Henry Ashburner Buys Old Cigar Store

Henry Ashburner, for many years connected with Duncan & Moorehead, has purchased the cigar business located at 206 South Fourth Street, which first opened its doors for business in 1856 under the ownership of Chas. G. Artzt.

Mr. Artzt was during his life one of the prominent factors in the cigar business in this city, and upon his death the business passed into the hands of his son, who still continued the business under the same title as that adopted by his father.

The output of this store consists principally of box trade for Tampa-made and Havana cigars, though all the popular domestic brands are carried in stock.

James L. Lee, who has been handing smokes over the counter for the past fifteen years, will retain his position as manager, which position he has held for the past seven years, since the death of Chas. G. Artzt, second.

The cigar department of the Finley Acker Company, are securing repeat orders on the "El Sidelo" smokers made by Samuel I. Davis & Company, Tampa and New York.

The Falk Tobacco Company, New York and Richmond, was represented in Philadelphia last week by Albert Falk, a member of the company.

Philadelphia Notes

Jeitles & Blumenthal, Ltd., 119 South Eleventh Street, Philadelphia, are well pleased by the continued repeat orders which they have received on their "Statesmen" cigars throughout the recently opened territory in the Middle West.

Terry & Duncan, Tenth and Chestnut Streets, have received a new shipment of Sanchez & Haya Company cigars, which are now made in bond. This firm are the distributors for the products of Factory Number 1 in Tampa, and are ready to meet any requirement in size or quantity.

The Market and Juniper Street store of Yahn & McDonnell, are featuring "Tungsten" foil-wrapped cigars, made by Jeitles & Blumenthal, Ltd.

W. P. Bushell has returned to Philadelphia after a successful Southern trip on the products of the Jose Lovera factory.

"Hi" Hammer closed some attractive business while in Philadelphia last week for Corral, Wodiska y Ca., on their well-known "Regreso" brand, now being handled extensively by Yahn & McDonnell.

Edw. Wodiska, of Corral, Wodiska y Ca., Tampa, Fla., left recently for an European trip which will probably cover a period of three or four months. Mr. Wodiska is on pleasure bent.

Jorge Leon, of San Martin & Leon, will buy the smokes when he arrives in Philadelphia this week accompanied by his bride.

H. Upmann & Company, Havana and New York, are giving away an attractive novelty in the shape of a vest pocket cigar cutter. The end is clipped by the pressure of the finger, and will last indefinitely as the cutter contains no spring to wear out.

Charles L. Staples, whose hobby is "Hoyo de Monterrey," was in Philadelphia last week after a successful trip through the South, which reached as far south as Texas. This trip is made by Mr. Staples twice a year and the new accounts opened each trip indicate that the demand for high-grade cigars is steadily growing.

Chicago

Retail Trade Keeping up to Average—Rumor That Best & Russell May Give up Old Location—"Ben Bey Cubans" Being Pushed—Reid, Murdock & Company Move to New Building

CHICAGO, ILL., March 26, 1914.

GENERAL conditions in the cigar and tobacco trade have been good during the past two weeks, in harmony with most other lines of business. Of course, in taking a view of a trade such as the one under discussion, it is necessary to consider the three great branches, namely, the manufacturing, the jobbing and the retailing ends. Each has more or less influence upon the other. Beginning with the retail end, because this is by far the most important when it comes to seeking a barometer for the trade, the fact is apparent that the usual number of cigars, cigarettes and tobaccos are being sold at this time of the year. Few complaints are heard from the retailers, either in the stands in the loop district or in the stores in the residence section of the city. In fact, retail trade seems unusually good for this time of the year. In particular, a large number of high grade cigars are being smoked by the public. This may be explained by the fact that most of the people in this great home of opportunity are making money, and that they consider the best none too good for them.

Really this ought to appear in the "Corner Store Chat," but the fact that it is news in the pure sense demands that it be inserted in this column. Last week a terrible wind howled across the prairies and tried to pick the town up and throw it into the lake. Many plate glass windows were blown in. Among others was that of Sam Marco's cigar store, on the northeast corner of Adams Street and Fifth Avenue. The large pane crashed late in the afternoon under the persuasion of a particularly forceful blast. Goods which had been used to form a window display were thrown into confusion. To save the property of the store from the great crowd which gathered, the police stretched a rope across the exterior of the store to prevent looting.

New incorporations during the past two weeks include that of G. Bluthardt & Company, with a capital of $10,000, to manufacture and deal in imported and domestic cigars, tobacco and smoking implements. The incorporators are Jacob Miller, William H. Morris and Arthur C. Hoffman. The concern is one of the few new cigar and tobacco manufacturing and selling concerns which has been started here since the first of the year.

William Best, Jr., of Best & Russell, was out of the city the latter part of last week on a business trip to local points. Rumor says that the store at Washington Street and Fifth Avenue is to be discontinued soon, as that section of the city does not seem to be making as much progress as some of the other portions. To tell the truth, the elevated railroad is the bane of the city and all the places of business on the streets which bear the brunt of the noise and dirt are injured more or less by the presence of the nuisance. The union loop circles the downtown section like a great straggling serpent, preventing the expansion of the downtown business section and at the same time causing almost insufferable congestion within its limits.

Robert Brunton, city salesman for Grommes & Elston, is tearing up the turf on the new "Ben Bey Cubans" which were put on the market by that firm some time ago. He is one of the most energetic pushers of the brand. In addition he sells plenty of the other cigars of the firm while he is resting from his strenuous endeavors on the Cubans.

Few cigar stands in the city put up a nicer appearance than the one in the Tower Building, as the remodeled structure formerly occupied by Montgomery Ward & Company is called. The stand is operated by Dettleback, Beckman & Ostheimer, and is located at the elbow of the Rotunda of the building. The usual brands of domestic and imported cigars are carried. "La Venga," "Flor de Bolano," "Jose Vila," "Cyrilla," "Charles the Great," "Van Dyck," and a number of other favorite brands are leaders.

G. E. McKenny, manager of the cigar department of Grossfeld & Roe, large west side wholesale grocers, announces that he has added two new brands, in the "Alona," of the Gene-Vall Cigar Company, and "La Palina," of the Congress Cigar Company. The department is one of the best conducted of the many ably conducted cigar departments of Chicago's wholesale groceries.

"Our Combination" is the name of a new cigar just out and manufactured by Rosenfeld Brothers for the Charles Donovan Cigar Company. The cigar sells for six cents through the week, with special sales at five cents on Saturday and Sunday, thus following an idea which has worked out very successfully here in connection with certain other brands.

The Fort Dearborn Hotel has been thrown open, and has a cigar department which will compare well with the cigar departments of the other hostelries of the city. The new hotel is owned by the Sherman Hotel Company, which is proof that everything will be conducted in a most modern manner. The Fort Dearborn is located on the southeast corner of Van Buren and La Salle Streets, and will cater to high-class trade from the Chicago Board of Trade, located within a stone's throw.

James Pfauts, who was formerly with the Wohl & Comstock Company, has gone with the Charles Donovan Cigar Company as city salesman, and will devote his efforts in the immediate future to selling "Mi Lola" cigars.

The Gene-Vall Cigar Company has completed arrangements with Lescure Brothers, of Danville, Ill., by means of which "Alona" cigar will be featured in all of the eight stores operated by the down state firm. The Company has branchs in Springfield and Champaign. Recently a new store was opened. The deal was made through Charles H. Storm, Western representative of the Gene-Vall Cigar Company.

Louis Weiller has sold his retail store at 5155 Broadway. In the future he will give all his time to his new place on Argyle Avenue.

Reid, Murdock & Company have moved into the new building which has been in course of construction for some time past. The cigar department was one of the first departments of the large wholesale grocery house to make the migration. Going on the rule of first come, best served, the cigar department is now about installed in the best location in the new home, being just inside the entrance on Clark Street on the ground floor. In the old place the department was on the second floor and it was necessary to make half a dozen turns and meanderings before you finally arrived at your destination. The new location has none of these disadvantages. The choice space given to the cigar department by the officers of the firm are an indication of the record which has been made by the members during the past few years.

Preparations have already been made to receive Franklin MacVeagh & Company in the large nine-story building at the intersection of Lake and Market Streets, which has been vacated by Reid, Murdock & Company. While the present aspect is somewhat dreary to that which has been usual during the past few years, nevertheless when the new firm is established business will go on around the corner in much the same manner. Some of the property of the cigar department has already been moved.

G. W. WHITCOMB.

Site Purchased for Factory

The United Cigar Manufacturers' Company have recently acquired title to a tract of land 140 by 200 feet, at Morley and Wilson Avenues, Youngstown, O. It is stated that a four-story brick building will be erected on this plot in the near future.

The present factory of this company is located in East Commerce Street, but it has grown too small for the present needs of the company.

May Raise Tobacco at Chico

Rumor is current that Fresno County, Cal., capitalists have been scouring around Chico, for the purpose of securing lands on which to start the raising of tobacco, the advance in price for land at Fresno being given as the reason of the establishment of new fields for the industry. It is stated that a tract at Thermalitos, near Chico, is now being negotiated for, on which a small planting will be made this season, should the deal prove successful.

New Warehouse for Fresno

What is reported to be the first steps in a plan to establish a cigarette factory at Fresno, Cal., is the erection in that city of a large tobacco warehouse for a New York syndicate, which, it is stated, purchased about 200,000 pounds of the 1913 crop of the San Joaquin Valley. The warehouse, which is to occupy a space of 100 by 200 feet, will be located on Butler Avenue.

Leavenworth Cigar Firm Growing

Dolde & Kelsey, a recently established cigar manufacturing firm at 522 South Fifth Street, Leavenworth, Kan., report that business on their brands is most encouraging and that their "KD" and "La Grandia" cigars are on sale in practically every cigar store in Leavenworth.

The cigars are hand made; the "KD" contains a domestic blend, while the "La Grandia" is a clear Havana, it being made from Santa Clara goods.

Midget Cigar Store Features "Charles the Great"

This photograph shows the interior of the Midget Cigar Store, of Peoria, Ill., where "Charles the Great" cigars are featured and extensively sold. "Van Dyck" and other high-class goods are to be found here.

G. A. Dersch directs the fortunes of the Midget Cigar Company, and, as the appearance of the store indicates, carries a line that will fulfill the requirements of the most exacting smoker.

G. J. Johnson and the Minimum Wage

THE Minimum Wage Commission held a hearing before the merchants and manufacturers of Grand Rapids on March 17th, at the rooms of the Association of Commerce. The hearing was for the purpose of finding out what business men in the Furniture City had to say about a minimum wage for women. G. J. Johnson, of the Johnson Cigar Company, opened the symposium by reading what he declared was his purely personal view. He declared himself in favor of a minimum wage, until "we have more jobs than we have workers." He stated that in talks with a half-dozen intelligent women in his employ, he had found that a woman cannot well support herself for less than $9 to $10 per week, which figures he admitted was more than people in his business could afford to pay beginners or apprentices.

Mr. Johnson based his estimate on the following expense allowance or weekly budget, which he admitted he regarded as rather high in some minor details, although not in the essentials: Laundry, 75 cents; medical aid, 50 cents; wearing apparel, $2.00; room rent, $2.00; meals, $2.50; insurance, 25 cents; church, 10 cents; dentistry, 25 cents; incidentals (including street car fares), $1; total, $10.35. Mr. Johnson said that if his company could be forced to accept the same conditions he would not care how high the minimum wage was put.

He admitted that girls beginning the business as apprentices could not earn and do not receive more than $4 to $5 per week and that those one grade advanced earn from $6 to $7 per week, but stated that women who became proficient can earn at "piecework" in his factory from $15 to $18 per week. He said he thought it would take a girl a year to become competent to earn $9 per week, and he figured the cost to the factory of teaching a girl to become expert enough to earn that wage at an average of $75.

Mr. Johnson thought that if provision could be made in the law for apprentice workers a satisfactory minimum could be adopted. Then he said: "The first question we ask of a girl who applies for work is 'Do you live at home?' If the answer is 'No,' we don't give her work, because we know she can not live honestly on beginner's wages. I recognize the injustice of it. It isn't fair. It is inhuman. But we have to do it."

Mr. Johnson's high computations naturally provoked arguments to the contrary from manufacturers in other lines, who let it be known in no uncertain terms that their businesses wouldn't stand the shock of any such wages. One member of the firm of Lubetsky Brothers, cigar manufacturers in Grand Rapids, endorsed every utterance of Mr. Johnson and made it even stronger. His partner, however, held a different view.

"Reyes" Cigarettes Fine Turkish Product

Among the many cigarettes that are constantly making their appearance, "Reyes," manufactured by the Reyes Cigarette Company, 90 Wall Street, New York City, has found high favor with many discriminating smokers. These cigarettes are made of fine Turkish tobacco and put up in a neat purple package with "Reyes" in gold script across the lid. Manuel Lopez, Jr., is president of this new company.

Autos for Waitt & Bond

Five new White Roadsters, each built with a special trunk to contain samples of the various brands and sizes of cigars, have been purchased by Waitt & Bond, of Boston, for the use of their salesmen who are compelled to cover extensive territories. A feature of the purchase is that the new cars are of a much higher grade, and much more expensive than former cars bought by the company, the latter not having been equal to the demands made upon them. Certainly the distribution of the company's brands will receive a new impetus, especially the famous "Blackstone" brand.

Louis Martin's restaurant, located at Broadway and Sixtieth Street, has been taken over by Messrs. Andre and Jacques Bustanoby, prominent in the restaurant life of New York, who will conduct the place under the title of "Bustanoby's Uptown." The cigar department, one of the former attractions of the restaurant, will come in for its full share of attention also.

New Gonzalez & Sanchez Factory

THE accompanying photograph gives a fair impression of the structural beauty of the new factory of the Gonzalez & Sanchez Company, which they occupied a few months ago in Jacksonville, Fla.

The factory is located on East Adams Street, 800-826, and embodies every new wrinkle in factory construction which has been developed in the past years of progress.

The building was constructed under the personal supervision of George W. Hardee, the managing director of the company, and the exterior as well as the interior is most attractive.

The company have recently brought out a new shape which they have named "Tangos" in honor of the present dancing fad which has swept all over the country.

"Havana Ribbon" Business Shows Good Increase

Bayuk Brothers Company are closing their books with a very successful month's business, the final figures showing a nice percentage of increase over March, 1913. Business in the different territories points to a very satisfactory condition, reports from the various men indicating active business for some time to come.

A. B. Creech, Texas representative, is securing excellent results in the Lone Star State and is at the present time conducting an active sales campaign in favor of the Houston Drug Company, who have jurisdiction in the Houston territory.

E. C. Bolm, Missouri and Kansas representative, is preparing for an extended trip through his territory, with Kansas City as his objective point, where he intends inaugurating a sales campaign in favor of Sol. H. Cohn Company, who have control of the brand for the Kansas City territory.

The Stickney-Hoelscher Cigar Company, of St. Louis, are enjoying an enviable distribution of "Havana Ribbon," as are the Jett & Wood Company, of Wichita, and Wellington, Kan.

Mr. Sam Bayuk is still in Amsterdam, attending the Sumatra inscriptions and will scarcely leave there for home before the second week in April.

"Jose Vila" Selling Big in 'Frisco.

Hypolite Bier, the San Francisco distributor of "Jose Vila," made-in-bond cigar, by Berriman Brothers, Tampa, Fla., asserts that dealers are making preparations for the biggest year in their history. Mr. Bier is much enthused over the success of the "Jose Vila" line, and it is worthy of note that this brand is to be found on practically all the prominent stands in the city. The distributor states that all reports indicate that the cigar is giving satisfaction and that the made-in-bond stamp has done much to increase the sale of the goods. San Francisco ranks "Jose Vila" among one of the biggest high-grade selling cigars in the city.

American Sumatra Wrappers

REPORTS received from the American Sumatra Tobacco Company, whose headquarters are at 131 Water Street, New York, indicate that the popularity of the shade-grown wrappers produced on the company's great plantations in Connecticut, Georgia and Florida is steadily increasing with each year of the business.

President Julius Lichtenstein, of the American Sumatra Company, is rated as one of the closest students of tobacco and tobacco culture in this country, and he has accomplished, together with his associates, the rejuvenation of a great industry both in the South and in New England.

American shade-grown Sumatra wrappers have proven themselves beyond dispute, and the crop this year is a delight to look upon and equally pleasing when made up into cigars of all grades. The cigars wrapped with Florida shade-grown have demonstrated that they have the finest burning qualities, fragrant bouquet, and the yield is such that the large and small manufacturer alike finds in the use of these wrappers a margin of profit in the making of his goods which is a tremendous argument for their consumption.

The company's new warerooms down on Water Street, which they occupied a few months ago, are superbly adapted for their business and the showrooms on the top floors give the buyers every desired advantage as far as a proper inspection of the various showings is concerned.

Big Distribution Sending "Ramado" Ahead

"Ramado" cigarettes, made by the National Tobacco Products Company, are getting a good hold on the consumer, from recent reports. The distribution has increased enormously in the short time that the cigarette has been on the market. The company sees big things ahead and is helping its retailers by attractively printed display placards. The offices of the company are at 355 West Thirty-sixth Street.

"Blue Peter" Cigarettes Nationally Advertised

Reaching the consumer through several nationally circulated magazines has done much to put "Blue Peter" cigarettes on the road to a successful distribution. Although the company has been manufacturing about a year, it has only recently started to "deliver the goods."

The cigarette is a high-grade proposition put up in a flat red package, the lid of which is embellished with a burgee with a blue field and a white center. Beneath this in gold letters is printed "Blue Peter Cigarettes." The cigarettes are packed in this attractive package with either plain or cork tips.

A store has recently been opened at 1600 Broadway, devoted exclusively to the making and sale of "Blue Peter." The cigarettes are made in the window by a woman in oriental garb, and this unique advertisement has brought many customers to the store. Headquarters of the company are at 74 Beaver Street.

Begins Suit to Collect Insurance

Suit was recently begun by the London Whiffs Cigar Company, of 460 Woodland Avenue, S. E., Cleveland, O., to collect insurance aggregating $17,000 for a fire which damaged a building owned by it at 2318 Ontario Street. The fire occurred December 31, 1912.

Twelve insurance companies are made defendants for amounts varying from $500 to $2500. The petition claims damage to the amount of $4200 to the company's stock of cigars and tobacco and machinery by the blaze, and states that none of the insurance companies have paid any part of the claims.

Falk Tobacco Company's New Quarters

ANNOUNCEMENT has been made by the Falk Tobacco Company, who have long maintained their New York headquarters at 149 Broadway, that they will remove uptown next month.

When Albert Falk returned from his recent trip to their factory in Richmond, Va., the company decided to take a lease on two floors in the new building which has just been constructed at 56 West Forty-fifth Street, just a few doors east of Sixth Avenue. Here they will have two entire floors, which will be devoted to the handling of their "Herbert Tareyton" smoking tobacco and "Tareyton" cigarettes, as well as the other brands which they make. The popularity of their "Tareyton" goods has grown so widespread that their present quarters were found entirely unavailable.

Albert Falk left last Wednesday for a short trip out West as far as Chicago, and upon his return the removal will be effected.

New Jobbing House in Harlem

Packer Brothers have just opened up at 328 West 125th Street, New York, an uptown jobbing house handling cigars, cigarettes, tobacco and playing cards, which should prove a great convenience to many dealers in the upper part of Manhattan.

The new concern will act as agents for S. Monday & Sons, the prominent Brooklyn house, and will feature all the brands manufactured or distributed by this concern, but their business will not be limited to the Monday lines and they will stock all goods for which there may be a call.

Both of the members of the firm are well versed in their business and they should make an immediate success of it.

Tobacco Men in Chewing Gum Combine

It has been announced by Percival S. Hill, president of the American Tobacco Company, that the plans for the new Chewing Gum Combine have reached a stage where it is known that the capitalization will be between $5,000,000 and $6,000,000. It is stated that negotiations are now under way with the Autosales Gum & Chocolate Company whereby its most important gum manufacturing plants will be taken over. Mr. Hill stated that the venture was not undertaken by the American Tobacco Company, but was purely personal to himself and several of his friends.

"Old Drury" Cigarettes Making a Hit

"Old Drury," the cigarette in the little yellow packing, although only a few months old, is finding prominent display space in many of New York's most prominent clubs, cafes and hotels.

The Old Drury Cigarette Company, located at 143 West Fortieth Street, finds that the demand for the brand is growing rapidly, and already applications have been received for the distribution of the brand in distant territories. Several large houses in New York are considering the distribution of the brand, and it is apparent from the sales records that the "Old Drury" is, as its makers claim, "a cigarette that sells itself."

H. Duys & Company in the Forefront

CABLE advices to his house from John H. Duys, who is attending the inscriptions at Amsterdam, relate that he is once again leading all American buyers in securing big lots of Sumatra for the American market.

At the first sale Mr. Duys bought conservatively as the offerings did not particularly impress him as to quality for home consumption, but at that he took in 200 bales which were of excellent color and quality.

At the second inscription on Friday, March 20th, Mr. Duys went at the sales with his old-time vigor, and the results as sent home was a total buy for the day of 1050 bales, all top-notch tobacco. He reported that the quality of the tobacco shown at the second inscription was much more pleasing than that exhibited at the first, hence his liberal purchases. Included in his lots were 380 bales of Deli My/QM; 352 bales Senembah My/p; 134 bales Dolok Deli; 158 bales Amst Deli Co./C, and scattering lots to total the 1050 for the day.

His initial purchases at the first inscription are already in New York, and the firm announce that the samples will be open for inspection at their warerooms, 170 Water Street, tomorrow, April 2d.

Back From Porto Rico

President F. R. Hoisington, of the Cayey-Caguas Tobacco Company, reached New York last week after his annual visit to the company's plantations and factory in Porto Rico.

Mr. Hoisington expressed himself as delighted with the outlook for the coming new crop, and stated that in color and quality it should prove one of the most satisfactory crops ever produced on the island.

The Cayey-Caguas plantations have been especially favored by Nature and the tobacco which will go into "Savaronas" this year will enhance, if possible, the fine reputation which these goods have made for themselves all over the United States.

Arabesca Sales Are Growing

Selling Agent Oakes, of the "Arabesca" cigarettes, which have been favorably known on the market for some years in a limited way, states that the goods are being produced today in an ever increasing volume and that the monthly sales have been increased by several hundred thousands since January first.

The "Arabesca" cigarette showrooms are located in the Mecca Building, 1600 Broadway, and they have just found it necessary to put in more machinery to keep up with their orders.

R. A. Bachia y Ca., of 43 West Sixteenth Street, New York, report a continued demand for their high-grade clear Havana cigars. This firm specialize only on the finest character of goods, and their product is becoming more widely known every year in select clubs and in territory where quality is absolutely necessary to make sales.

Detroit

Business Conditions Below Normal—Want to Close All Pool Rooms at Midnight—Live Goose Used to Advertise "Miss Detroit"—Albert Worch Now on Pacific Coast

DETROIT, MICH., March 25, 1914.

ROBERT LANE, American representative of the "Partagas" cigar, was in Detroit on March 21, and remained a few days. He succeeded in placing several new sizes at the Hotel Pontchartrain and other leading stores. Mr. Lane paid "The Tobacco World" a great compliment when he said he thought it was one of the leading trade journals, and that it was deserving of the fullest support from cigar and cigarette manufacturers. No matter where I go, East, West, South or North, I see the "World," he added.

For some reason or other, general business conditions in Detroit have fallen off in the past thirty days. This does not particularly apply to the retail or manufacturing cigar industry, but to every line of endeavor. The other day a man came to the counter at the Hotel Pontchartrain and said that he could close a $100,000 worth of life insurance which he had actually been promised providing business would improve. A prominent calendar salesman, who has always taken thousands of dollars' worth of business out of Detroit during the months of February and March, said, for the first time since he has been coming here has he heard merchants complain that business was not up to the standard. A laundry owner who always buys his cigars at the Pontchartrain, said his business had fallen off and that he could speak the same for most of his competitors. Banks are not backward in reporting that there is no demand for money. We do not mention these things to be pessimistic; every Detroiter believes in the slogan: "In Detroit life is worth living," but readers of THE TOBACCO WORLD would much prefer to know the truth in preference to exaggerated reports. The lull in business is undoubtedly a temporary one, and with the arrival of warmer weather, when builders will get a chance to start their construction work, there is little doubt that business will get better than ever.

The night clerk at the Hotel Metropole, Detroit, was held up at the point of a revolver on March 19th, and robbed of $400, part of the day's receipts.

A well-known cigar salesman recently returned from the Northern Peninsula of Michigan, and makes this report. "Many of the leading merchants in the northern part of the State are of the opinion that business of late has been better than it has been for some time. Many are very optimistic and are of the opinion that business will continue to pick up, especially as spring is coming on, and within a short time conditions will be back to normal. The strike has raised havoc in the business world and there are but few business houses that have not felt the results of the men being out of work. Since the calling of the strike last July, business in general has been on the downward path."

William J. Chittenden, Sr., for many years proprietor of the old Russell House, and a large stockholder in the Hotel Pontchartrain, died on March 20th, at Tarrytown, N. Y. Burial was in Detroit on March 23. He is survived by two daughters, and two sons, one of whom is William J. Chittenden, Jr., who is manager of and part owner in the Hotel Pontchartrain.

John Jones has opened a retail cigar store in Hillsdale, Mich.

The United Cigar Stores Company has opened another store in Detroit, at the corner of Monroe Avenue and the Campus Martius. Whoever picked the location, did a nice job, as it is unquestionably the most prominent corner in the city, and is getting more popular every day.

The Grand Cafe window of the Harry W. Watson Company has been carrying a "Van Dyke" display of cigars for the past two weeks.

Charles Reattoir, one of the district managers for the American Tobacco Company, lost his father on March 9. He was seventy-five years of age.

James J. Brady, the newly-appointed Internal Revenue Collector for the First District of Michigan, took the office on March 16th.

Albert Worch, of the Wayne Cigar Company, is now on the Pacific Coast, where it is understood he has made arrangements to put out a new brand for J. S. Bachman, large jobbers. The cigar is to be hand-made, on the order of the Niles & Moser hand-made. Mr. Worch is expected back early in April.

Oscar Rosenberger, of the San Telmo Cigar Manufacturing Company, says he never felt better in his life. Business is good, collections are good and the outlook is fine.

A big goose, on which is a red blanket bearing the words: "Miss Detroit, five-cent cigar," is the center of attraction on the downtown streets of Detroit. The goose follows its owner, who is a man; the two of them keep walking around the main thoroughfares and seem to thoroughly enjoy their work. The idea is very novel and is bringing results.

We are sorry to report that Gordon Bailey is no longer connected with the Tobacco Products Company. Gordon was well liked here, as well as everywhere he traveled in the interest of his company, and his disconnection with the firm came not because of lack of ability, but on account of the reorganization of the various departments.

Sandy Stewart, of the Superior Cigar Manufacturing Company, is back from a trip through the Middle West in the interest of the "Saturday Evening Post" cigar, which he says is coming to the front very rapidly.

Arthur Gramm, well-known local cigar retailer, and recently operating the cigar stand in the Trussed Concrete Building, has become associated with the Cadillac Cigar Company, and will look after sales in the downtown district.

The Oppenheimer Cigar store, on East Main Street, in Battle Creek, has had erected a very attractive electric sign over the entrance.

There seems to be a widespread movement to close pool rooms in all parts of the State at midnight. This comes about as a result of the recent outbreaks of lawlessness which started in pool rooms as well as the number of "bad boys" caught hanging around these places. There is nothing wrong with a pool room conducted on legitimate and straight lines. It is a hobby or sport with many men, the same as bowling, or fishing, or motoring, but the fault lies with the proprietors in permitting young boys to hang around, and use profane language, as well as to fight and argue. The Detroit ordinance, which was recently passed, calls for pool rooms to close at 12, while in Marquette, an ordinance is proposed, which calls for 11 P. M. closing.

In the passing of Isaac Lichtig, Mt. Clemens lost one of her most valuable citizens. Mr. Lichtig had been suffering for the past four months, and was confined to his home most of the time. He was sent to Battle Creek early in the fall, but returned, as it was found his trouble had gone too far to be remedied. Mr. Lichtig was fifty-two years of age. A wife and four children survive him. He was a brother to Harry Lichtig, proprietor of the cigar stand at the Park Hotel, and formerly proprietor of the cigar stands at the Medea and Sherman House. Isaac, for ten years, looked after the Park Hotel stand. His loss will be keenly felt by all who knew him.

Mathew Stump succeeds Frank Ulrich in the cigar business in Fowler, Mich.

Judd & Martin succeed Judd & Manuel in the cigar business in Neulah, Mich.

A. D. Servin, for some time proprietor of the Carpathia cigar store, at 31 South Jefferson Avenue, Battle Creek, has sold his business to John Holds. The Carpathia will hereafter be known as the Henson & Holds Cigar Company.

The Harnitt & Hewitt Company, wholesale cigar and tobacco dealers, Toledo, O., has moved its offices from the corner rooms in the Hall Block, Jefferson Avenue and St. Clair Street, to the new quarters prepared for the company in the same block.

AL. U. THORNBURG.

Seven Cigar Factories in Jackson

The "Citizen-Press," in Jackson, Mich., recently contained the following interesting item: "A whole lot of the money that is earned in Jackson is spent for cigars, but Jackson makes cigars and an enormous amount of them. To say that the local manufacturers have a combined output of 200,000 cigars per month is a conservative estimate, according to a prominent Jackson concern. That would be about 2,400,000 cigars per year, to say nothing of the brands that are made in other towns and consumed here. There are seven cigar factories in this city: Dibble & Company, Central City, Sattler's, Keys & Schoenhard, Callahan's, Myers Brothers, and Schlenker's. Fully 100 men and women are employees in the manufacture of these goods. The death of Captain T. H. Phillips has removed during the past year one of the best-known manufacturers in Jackson, but his "Buds," "Ferndales" and other brands are still being made for the market and doubtless will be for years to come. There are probably thirty different brands of cigars made in Jackson, perhaps the newest one is known as the "Chief Boyle." It is made in both five- and ten-cent goods, and is put out by the Sattler factory. Boyle was ex-Chief of Police."

Battle Creek Cigar Store Changes Owners

The Carpathia Cigar Store, recently located at 31 South Jefferson Avenue, Battle Creek, Mich., has been sold by A. D. Servin, proprietor, to John Holds and Ellis Henson. The business will be conducted in the future under the name of the Henson & Holds Cigar Company.

Pittsburgh

Fine Displays Being Made on "Reynaldos"—"Steber" Brand Taken on by Gilmore Drug Co.—Shipley-Massingham Doing Well With "Cuesta-Rey" —Big Campaigns on "Omars" and "Meccas"

PITTSBURGH, PA., March 26, 1914.

BUSINESS in Pittsburgh the last two weeks has not been up to expectations. This is due to the weather conditions.

"Para" cigarettes are selling very good in Pittsburgh.

E. J. Norris, of E. M. Schwartz & Company, New York, is having quite a success on the "Charter" cigars. Siller-Narten & Barnes are distributors for this brand in Pittsburgh.

T. A. Kinney, of Franklin, Pa., will have his opening day on Saturday, March 28th. He has taken on the "La Saramita" cigars, distributed by Shipley Massingham Drug Company, of Pittsburgh.

C. D. Peters, of the Rose De Val Cigar Company, is working the down-town trade in the interest of this cigar. T. C. Jenkins are distributors for Pittsburgh. Mr. Peters is having quite a success.

E. "Romantic" Vincent, city salesman for the W. J. Gilmore Drug Company, is showing a big increase on "El Verso" and "San Felice" cigars.

The Afco Cigar Company have a very nice window display on "Satin" cigarettes. This display was put in by Mr. Linn, who is the head of the Liggett & Myers' force in Pittsburgh. Mr. Linn is some "hustler."

The Arnheim-Herz Company, of Pittsburgh, are having quite a success on the "Reynaldo" cigar, made by Luckett, Luchs & Lipscomb, of Philadelphia. They have a number of fine window displays on this brand in some of the best down-town stands.

F. J. Bell, formerly with the W. J. Gilmore Drug Company, is featuring "La Saramita" cigars in the Pittsburgh district for Shields-Wertheim Company, of Cleveland.

The Pittsburgh Stogie Company are having a big run on their "Pittsburgh Slogan" two-for-five stogies.

One of Liggett & Myers' "hustling" salesmen in this district is B. C. Stone. He is working on "Velvet" tobacco and "Riz Tam Tam" cigarette papers, and by the way orders are comnig in he is having a big success on these brands.

Louis Engleman, of McKeesport, Pa., who has successfully conducted one of the best retail cigar stores in that town for the past eight years, has announced that he will retire from this business in a few days. Mr. Joe Glass, who is thoroughly experienced in the cigar business, will take over this store.

R. Thompson, manager of the cigar department of the W. J. Gilmore Drug Company, reports business very satisfactory on "El Verso," "San Felice," "Girard," "Roig" and "Gato" cigars. This firm has recently taken on the "Steber" cigar and are having a big success with same.

The Moore Cigar Company, of Wheeling, W. Va., have taken on the "Cuesta-Rey" cigar in three sizes. This cigar is distributed by Shipley-Massingham Drug Company, of Pittsburgh.

The Wells Cigar Company, of Wheeling, W. Va., are featuring "Saramita" cigars in all sizes.

T. C. Helms, of Steubenville, O., is featuring "Cuesta-Rey" cigars.

Shipley-Massingham Drug Company have taken on the famous line of stogies manufactured by Williams Brothers, of Myersdale, Pa.

Under the supervision of S. Simon, the American Tobacco Company's cigarette crew, consisting of J. D. Armstrong, R. L. Brubaker, M. J. Farrell, E. G. Matheney and W. S. Edwards, have completed a most successful campaign on "Mecca 20's" in Western Pennsylvania territory. The gift scheme of the American flag on "Meccas" resulted in the most successful one ever worked in this section. The entire crew is now engaged in a campaign on "Omars," their large selling blended brand. The crew is receiving their usual welcome from the Pittsburgh dealers.

R. J. Dalzell, East End's popular cigar man, is enjoying good business, especially on "Walnut Blend" tobacco. He is the sole distributor for this brand of tobacco in Pittsburgh.

The C. A. Gibbs Company have received their first shipment of bonded cigars from F. Lozano Sons & Company, of Tampa, Fla.

Kaufman & Baer, the new department store, opened on March 18th, and in their restaurant they are handling the popular domestic and clear Havana cigars.

Kaufman's big store, whose restaurant is under the management of the Harry Davis Enterprise, also handles a full line of cigars.

A. L. Kidner, of Penn and Highland Avenues, is having a great run on "Fuval," "Webster" and "Garcia" cigars.

J. B. Annis, of the American-West Indies Company, was in town this week in the interest of "Jose Garcia" cigars, distributed by Shipley-Massingham Drug Company.

The following visitors were in town:

Ed. Wodiska, of Corral-Wodiska Company, Tampa, Fla.
E. G. Dunlap, of San Martin & Leon, Tampa.
W. D. Walker, of S. S. Pierce Company, Boston.
R. B. Appenheimer, of Heinemann Brothers, Baltimore.
C. L. Staples, Park & Tilford.
A. J. McBlair, formerly of Maxelino Perez Company, of New York, now with John W. Merriman, of New York.
Fred W. Bailey, of Detroit, Mich.

A. J. F.

Unique Invasion of South America

A FLOATING exposition that will introduce the products of American manufacturers to the merchants of the West Indies and South America, with the object of increasing trade with those countries, is the novel project of the American Trade Tour Company, of No. 15 Maiden Lane, New York.

The steamship "Kroonland," one of the big North Atlantic liners in the New York-European service, has been chartered as the floating exposition. There will be accommodations on the steamer for four hundred traveling salesmen, who will boom up business for their various interests during a tour that will extend over one hundred and twenty days. The steamer will be overhauled for the purpose of the tour and there will be space enough for the display of the manufactured products of several hundred concerns.

For many years other countries than the United States have controlled the trade in South America. The American Trade Tour Company intends to make a change. As directors of the project the services of two international salesmen, Joseph J. Keegan and Hilliard J. Rosencrantz, have been obtained. These two men have had many years' experience in the Orient and they know what the foreign market wants and how it wants it.

It has often been stated that the reason Germany and England have been so successful in the South American trade is because their manufacturers know what the South Americans want and cater to their desires. It has been stated, on the other hand, that the American manufacturer is content to offer his products and if they do not meet with the wants of South America, let it go at that. On the trip of the "Kroonland" it is expected that this drawback will be eliminated. In each port the merchants of the town will be brought aboard the ship and will see the exposition and talk to the salesmen representing the various exhibitors. The merchants will see with their own eyes what this country has to offer and the salesmen will be able to find just what the merchants want.

The American Tour Company's expedition will leave New York on October 14th for the West Indies. Havana, Santiago and Kingston will be visited, after which the "Kroonland" will steam to Colon, where the salesmen will have an opportunity of seeing the canal and looking into the needs of the merchants there. From Colon the "Kroonland" will head to South America, visiting Cartagena, Colombia; La Guaira, Venezuela; Port of Spain, Trinidad; after which the boating exposition will proceed to Brazil. In Brazil the ship will stop at Para, Bahia, Rio de Janeiro and Santos. Montevideo, Uruguay, and Buenos Aires, Argentine Republic, will be next visited. At Buenos Aires the "Kroonland" will lay at anchor two or three weeks, giving the salesmen an opportunity of crossing over to Chili and visiting other places on the West Coast.

The "Kroonland" is an American-built ship and flies the American flag, and the tour will be entirely an American one. Foreign manufacturers or salesmen will not be permitted to participate. It is to be an American tour for Americans and to present the manufactured products of American shops and factories. Altogether, the tour will be the largest attempt ever made to drum up business in the West Indies and South America. The American Trade Tour Company is hearing daily from manufacturers who wish to be represented and it would appear that the invasion will bear much fruit.

It is quite possible that one or two of our large cigar manufacturers should be interested in this venture.

Key West

Spring Season Indicates Business Revival—Ground Broken for New Moreda & Company Factory—George L. Lowe Dies in Philadelphia—Demonstrating Universal Stripping Machine

KEY WEST, FLA., March 25, 1914.

THE spring season has opened up well with the cigar industry and there are indications that there will be a slight revival in trade shortly, but no extraordinary business stunts are looked for.

The shipping lists which accompany this show that during the latter part of the winter season trade picked up to some extent. The production limit was also removed at nearly all of the factories and some recruiting has also been done on the firmer sizes at several of the shops.

W. W. Ward, who has the contract for the erection of the factory building for Moreda & Company, on the County Road, arrived in town on the 20th inst., and immediately put a large force to work, breaking ground for the structure.

At the "La Diligencia" factory of Moreda & Company, business is in fine condition and they have opened up the spring season with full order files and all tables manned. Tom Johnson will supersede Ferris Lowe, as office manager on April 1st. Mr. Lowe recently tendered his resignation and early during the coming month will leave for Ohio, where he will make his future home.

John W. Ross, the hustling Southern representative of the R. J. Reynolds Tobacco Company, of Winston-Salem, N. C., was in town this week, boosting "Prince Albert," "the national joy smoke." He left on Wednesday for Jacksonville, Fla., via Tampa.

Senora Valez, wife of the Cuban representative to the Court of St. James, was a visitor to the city last week and has since left for Havana. Mrs. Valdez is a daughter of the late V. Martinez Ybor, the pioneer cigar manufacturer of Florida.

The remains of George L. Lowe, cashier of the First National Bank, of this city, arrived on the morning of 20th inst., and were laid to rest the same afternoon. Mr. Lowe was a highly respected citizen and all business places closed down at noon on the day of the funeral, which was one of the largest ever witnessed in this city. Mr. Lowe died at the German Hospital, in Philadelphia, Pa., on the evening of the 10th inst., where he had gone to be operated on for gallstones. He was held in high esteem by the members of the local trade and at one time was Deputy Collector of Internal Revenue.

W. J. Ruthenberg, of the Universal Tobacco Stripping Machine Company, is still in the city, exhibiting his wrapper and filler stripping device. One day last week at one of the factories, he requested one of the women strippers to operate the machine, which she flatly refused to do. When she informed the other employees they became quite angry and getting ready to give him the run "La Cubano," when he hastily removed the offending machine. It is not very likely that the device will become popular here (although it does its work to perfection), as its adoption would cause a serious labor trouble.

Max N. Oberdorfer, Special Deputy Collector of Customs for Florida, arrived in town last week on official business.

Val. M. Antuono, one of the largest cigar manufacturers of Tampa, passed through town last week, being en route to Havana.

Orders are reported as fine by the Ruy Lopez Co. and a large force is being maintained.

Mr. and Mrs. S. B. Tuell, of Rhode Island, arrived on last week's Mallory steamer from New York, and are the guests of Mr. and Mrs. John Wardlow, Mrs. Tuell's parents, for a few weeks.

The R. W. Drane Cigar Company, Factory No. 32, of Florence, Ala., is using the name "My Favorite" as a brand. The Mi Favorita Cigar Company are the owners of the title "Mi Favorita," and have been using it as their leading brand for many years. This looks like a clear case of infringement and President A. W. Arnold has taken the matter up with the company's New York office and the same will be investigated.

William H. Malone, of the Professional Cigar Company, during his recent visit to Jacksonville, came out as a candidate for the lower house of Congress from this district.

Charles W. Lowe, formerly a citizen of Key West, has opened a cigar factory at Homestead, Fla.

Vivian and Percey Myers, of the Savannah, Ga., end of the Cortez Cigar Company, arrived in the city recently and after spending a few days at the factory, Percey left for home on Saturday night's steamer. Vivian Myers, accompanied by factory manager Claude H. Roberts, left on Monday for Havana, where they will put in a few days examining the company's leaf holdings.

At the factory, business is in fine shape and large shipments of "Hernan Cortez" are going out.

All the cigar manufacturers of this city, but especially the smaller concerns, are fully in accord with the movement of the Cigar Manufacturers' Association of America, to have the allowance of stripped tobacco per thousand cigars increased from 15 to 18 pounds. The allowance of 25 pounds of unstemmed leaf is quite sufficient after stripping, to make one thousand cigars, as the loss is from 20 to 25 per cent. during the stemming process, but when stripped tobacco is used the Internal Revenue Department only allows 15 pounds of leaf to produce that amount and there are very few sizes that one thousand smokes can be made out of that small allowance, yet the manufacturers have to pay the revenue tax upon the thousand cigars, whether they make that many or not. The larger concerns who make a variety of small and large sizes find no difficulty in complying with the ruling. The smaller concerns, which turn out what is known as smokers, a very large cigar, find themselves up against it when they try to get one thousand cigars out of only 15 pounds of stripped material.

Thomas H. Saunders, the cigar manufacturer, is back from the Knights of Pythias convention at Ocala, Fla.

The cablegram published in a New York trade paper on the 5th inst., stating that the E. H. Gato Cigar Company had made application for bonding privileges, has been denied by the company. They consider that the word "Gato" is a sufficient guarantee for their products. The "yellow 1871" label has been for over a quarter of a century recognized as guarantee that the cigars are made of the best tobaccos grown on the Island of Cuba. However, if the majority of their customers desire the "made in bond" stamp on their goods, they will brand sometime in the near future. At the big factory business is in fine shape.

The Mi Favorita Cigar Company began operations under the "made in bond" law this morning, having complied with all the requirements of the Act. Tobacco was taken up to the new bonded factory at nine o'clock and a large force of strippers were immediately put to work preparing material for the cigarmakers, who will probably be seated on Saturday morning.

Robert H. Givens, who was recently transferred from the Key West Custom House to the bonded warehouse at Tampa, Fla., has been appointed inspector at the Mi Favorita factory. He arrived yesterday afternoon and entered upon his duties this morning.

While the M. Perez Company has the distinction of being the first Key West house to apply for the privilege of bonding, the Mi Favorita Cigar Company is the first to begin the actual manufacture of cigars in bond.

The M. Perez Company have also received their permit to manufacture in bond and will probably begin operations on Friday morning.

Now the other manufacturers who have been sitting on the fence, waiting for a demonstration of the working of the "made in bond" law, will be able to note results and decide accordingly.

Tobacco Statement:

Importations of Havana leaf tobacco in bond for two weeks, ending March 24, 1914:

Mi Favorita Cigar Company,	30 bales
Moreda & Company,	16 "
Total,	46 "
Withdrawals,	348 "

INGLACITA.

Cigar Shipments for Two Weeks Ending March 24, Via Mallory Steamship Line to New York, Mobile, Galveston and the East and West Coasts of Florida.

	Cases
S. Bachman & Co., San Francisco	40
S. Bachman & Co., Los Angeles, Cal.,	2
A. B. Greenwald Cigar Co., Los Angeles, Cal.	6
H. Bercovich, San Francisco, Cal.	12
Glaser Bros., San Francisco, Cal.	2
M. Blaskower, San Francisco, Cal.,	1
M. A. Gunst & Co., San Francisco,	5
Park & Tilford, New York City	105
United Cig. Stores Co., New York	49
Sandefin-Julian Co., Little Rock, Ark.	2
Cortez Cigar Co., Savannah, Ga.	36
Henry Straus, Cincinnati, O.	2
Richardson Drug Co., Omaha, Neb.,	5
Mayer & Mohr Cigar Co., Montgomery, Ala.	2
Oberholtz & Poinsett, Kansas City,	12
Rothenberg & Schloss, Denver, Colo.,	2
Metropolitan Cigar Co., Denver	3
Metropolitan Tob. Co., New York	11
Geo. W. Nichols & Co., New York,	38
E. H. Gato Cigar Co., New York	18
Martinez-Havana Co., New York	13
Lowden & Co., New York	8
Ruy Lopez Ca., New York	8
Austin, Nichols & Co., New York	10
Acker, Merrall & Condit Co., New York	2
Gwynn, Straus & Co., New York	3
Godfrey S. Mahn, New York	6
M. Perez Co., New York	3
Godfrey S. Mahn, Phila., Pa.	12
Joseph Way, Philadelphia	4
Duncan & Moorehead, Philadelphia,	2
E. Bradford Clark, Philadelphia	3
J. W. Stevens, Albany, N. Y.	2
E. Carr, Albany, N. Y.	2
Hart Cigar Co., Portland, Ore.	10
Chas. Mayer & Co., New Orleans	2
U. Koen & Co., New Orleans, La.	8
I. A. Victor, San Antonio, Tex.	2
Skinner & Knecht, Los Angeles	2
Myers-Cox Co., Dubuque, Iowa	2
Chas. A. Gantz, Daytona, Fla.	3
Sam Freund & Co., Waco, Tex.	4
Southwest Cigar Co., Dallas, Tex.,	4
David Nicholson Grocery Co., St. Louis, Mo.	3
Cocoanut Grove Cig. Co., Cocoanut Grove, Fla.	2
J. N. Taule & Sons, Houston, Tex.,	3
Patterson & Hoffman, Oklahoma City, Okla.	2
Hill Brothers, Miami, Fla.	4
Jno. R. Bruner, Pittsburgh, Pa.	2
L. H. Cetto Drug Co., Harrisburg, Va.	2
Fred Barman & Bro., Los Angeles,	3
J. McPhillips, Mobile, Ala.	2
Valloft & Dreux, New Orleans	3
Moore & Jones, Nashville, Tenn.	2
E. F. O'Conner & Co., Savannah,	2
Spurlock-Neal Co., Nashville, Tenn.,	2
Missoula Merc. Co., Missoula, Mont.,	3
Lewiston Merc. Co., Lewiston, Ida.,	2
R. D. Burnett Cig. Co., Birmingham, Ala.	2
Hemenway & Moser Co., Salt Lake City, Utah	3
Capital City Tob. Co., Atlanta, Ga.,	4
W. G. Valentine, Terre Haute, Ind.,	2
Thomas E. Russell, Miami, Fla.	2
Sanford, Chamberlain & Albers Co., Knoxville, Tenn.	2
C. C. Snider, Birmingham, Ala.	2
Houston Drug Co., Houston, Tex.,	2
H. L. Brown, New Rochelle, N. Y.,	2
E. H. Weiler, St. Louis, Mo.	2
Bert & Russell Co., Memphis, Tenn.,	2
Washing Cigar Stand Co., Portsmouth, O.	2
Wm. A. Henderson & Co., Washington, D. C.	2
Geo. W. Cochran & Co., Washington, D. C.	2
Reymer Bros., Pittsburgh, Pa.	6
Ruste-Parker-Martin Co., Duluth	4
H. F. Lyons, New York	2
Potter, Sloan & O'Donahue, New York	2
M. Perez Co., New York	2
M. A. Gunst & Co., New York	2
Wilkinson, Gaddis & Co., Newark	3
Progressive Cigar Co., New York	3
Jenkinson Co., Pittsburgh, Pa.	2
Duncan & Moorehead, Philadelphia,	3
Jacob Langsdorf's Sons, Phila., Pa.,	2
Moore Cigar Co., Philadelphia, Pa.,	2
J. & B. Moos Co., Dayton, O.	3
C. J. Capewell, Wilkes-Barre, Pa.,	2
Burdan & Co., Toledo, O.	2

San Francisco

Wholesalers Look for Big Year on the Coast—"Charles the Great" Has Tremendous Sale in 1913—Had to Get "Websters" by Express Shipment—25,000,000 Cigarettes Shipped to the Orient

SAN FRANCISCO, CAL., March 22, 1914.

ALL reports concerning the present state of the cigar and tobacco business point to one of the largest years in the history of the trade on the Coast. There is not one wholesale dealer in San Francisco who does not voice this conviction. Fine weather, the best prospects for big crops, the near opening of the Panama Pacific Exposition, all help to strengthen the general optimistic outlook.

Ed. C. Berriman, the manufacturer of the "Jose Vila" cigar and father of the made-in-bond stamp, is now in Washington, D. C., before the Ways and Means Committee representing several cigar dealers' associations throughout the Coast, working for the success of the Underwood Anti-Coupon bill.

M. A. Gunst & Company state that the demand for staple brands is increasing by leaps and bounds. Plans for active campaigns are now set on foot, and with the Exposition close at hand, this firm expects 1914 to be a banner year. The sale of the "Van Dyck," "Alhambra," "Owl," "General Arthur" and other staple brands is increasing in the interior of the state, traveling salesmen all reporting a considerable advance in the demand for these goods.

Chas. H. Knubel, who was absent for three months on a business trip visiting the factories in Philadelphia and Tampa, has returned to San Francisco. He reports that the Northwest is most promising. Montana is also in a fine condition. Porto Rico cigars are getting a big business. The "Tantos" and "Aguey Naba" Porto Rico lines of the Sola Cigar Company were only temporarily affected by the Manila goods, and they are now coming to the front again. The "Charles the Great," Mr. Knubel's clear Havana line, is going well; and even last year, although dull in general, was one of the best years for "Charles the Great" on the Coast.

A large increase of the cigarette trade is reported by L. C. Erdt, representing M. Melecrino & Company, Inc., throughout his territory, comprising the whole Pacific Coast. Since January 1, 1914, twelve million cigarettes have been sold by Mr. Erdt. In 1913, the state of California alone used over fifty million of his brands of cigarettes. Mr. Erdt is at present arranging for a very high class and comprehensive advertising campaign of his "Milo" yellow label. There seems to be no limit to the amount of business that can be obtained for a high quality Turkish cigarette.

Mr. Knubel observed also the immense increase of cigarette consumption. According to him at least thirty million cigarettes were sold in the first two months of 1914 on the Pacific Coast.

Michalitschke Brothers Company maintain that the Manila goods, although constantly on the increase, are not as popular at present as they were before. According to that firm there is a steady and fair demand for Manila goods, but not in such large quantities as last year.

H. L. Judell & Company had to order an express shipment of its "Webster" cigars to meet the increasing demand. Emil Judell has been on a prolonged inspection trip in Oregon, Nevada, and all along the Coast, and reports very favorably on the general outlook. The "Webster" cigar will be broadly advertised here in the near future by J. Alvarez, of Y. Pendas & Alvarez, manufacturers of the "Webster," assisted by C. H. McCormick, who is in charge of the Coast for the manufacturers. In fifty windows the manufacturers of the "Webster" will display their goods.

Herman Moss, of the Moss Cigar Company, Lancaster, Pa., is now on a business trip through the Northwestern territory. He left San Francisco this week for Portland and Seattle.

H. H. Manley, Pacific Coast representative of the American Cigar Company, has gone on a business trip to Portland and Spokane. The trip will last about two weeks. Bob Blaine, the special "Belmont" representative, reports a very good business in the San Joaquin Valley. So does A. S. Lichtenstein, who looks after the "El Principe de Gales" interests.

H. Bercovich reports a very nice sale of "Luis Martinez" Key West cigars. He also notes an increased trade in the "New Bachelor" line.

William Bercovich, head of the Capital Tobacco Company, of Sacramento, celebrated this week the arrival of a fine specimen of baby boy at his home. The trade of the capital city welcomes the new member.

The belief is general in the trade here that a considerable number of Eastern manufacturers will put in interesting exhibits at the 1915 Exposition. A good many of the big men in the trade have been consulted regarding the Exposition, both here and in New York, and a meeting is soon to be held which will put the matter in definite shape. The trade here is more interested and more enthusiastic concerning the big fair with every succeeding week, as a result of the very substantial progress made so far.

The Japanese steamer "Shidzuka Maru" on her last trip from Seattle carried a total of 25,000,000 cigarettes from Shanghai. The shipment required the services of five large cars on their way from Virginia to Puget Sound.

A. T. Hueckendorf, connected with the Oriental division of the British American Tobacco Company, with headquarters at Shanghai, passed through San Francisco this week on his way to the Eastern States, where he will spend several months visiting with his family. This is his first trip to the United States in a decade.

J. R. Taylor and C. C. Pearson, formerly with the Alkon Cigar Factory, have now taken the management of the Club cigar stand in Sacramento, Cal., where they promise some innovations in the cigar business.

S. Bachman & Company are out this week with a new deal of two hundred free with each thousand of their five-cent "Traveler" cigar.

ALLEN.

New Stickney Cigar Firm Opens for Business

The recently formed Stickney-Hoelscher Cigar Company is now located for a wholesale and retail business at 311 North Broadway, St. Louis, Mo. The store is attractively furnished in quartered oak. The humidors which have been installed have a capacity for half a million cigars, which are kept cool and moist with the use of ice.

The Stickney family has been in the cigar business in St. Louis for more than forty years, but no longer has any connection with the William A. Stickney Cigar Company.

Mr. Hoelscher, who is associated in the new business with Mr. Stickney, has been in the cigar business about four years. Previous to that time he was in the drug business and is now president of the Retail Druggists' Association.

The new company's officials are: J. Taylor Stickney, president; William A. Hoelscher, vice-president; Stuart G. Stickney, treasurer; William A. Hoelscher, Jr., secretary, and W. Arthur Stickney, second vice-president. The company was organized to do a wholesale and retail business, making a specialty of the finest grades of imported and domestic cigars.

Otto Albrecht Cigar Company to Withdraw

The Otto Albrecht Cigar Company, founded some sixty years ago in Davenport, Iowa, has announced its intention of withdrawing from business. For years this factory was the largest in Davenport. Several years ago it ceased manufacturing but continued the retail business.

E. A. Hartz, son-in-law of the founder, is the present head of the company.

Notes of the Trade

"La Saramitas," Shields-Wertheim Company, Cleveland, O., were recently featured through a fine window display by the Volunteer Cigar Company, Nashville, Tenn.

"Havana Ribbons," Bayuk Brothers, Philadelphia, and "44," Forty-four Cigar Company, Philadelphia, are being carried by the Brown Drug Company, who recently opened their cigar store on Lower Broad Street, Newark, N. J.

"Cinco," Otto Eisenlohr & Brothers, Philadelphia, are going big with Reymer & Brothers, Pittsburgh, Pa.

"Charles the Great," Salvador Rodriguez, Philadelphia, Pa., is one of the most popular sellers of Si S. Rich, Sixth and Washington Streets, Portland, Ore.

"Henry the Fourth," Bustillo Brothers & Diaz, Inc., New York, acquired further prominence recently through an attractive window display made by the Frisco Cigar Store, St. Louis, Mo.

"Baron DeKalb," John W. Merriam & Company, New York, are finding much favor with discriminating smokers out in Omaha, Neb.

"Savarona," Cayey-Caguas Tobacco Company, New York, is meeting with much success through Oberholt & Poinsett, Kansas City, Mo., local distributors.

Los Angeles

Orange Day Carnival Boosts Business—Changes in Management of P. Lorillard Company Lines—Advertising "Dixie Queen" With Pipes—"Commercial" Cigar Making Hit With Smokers

LOS ANGELES, CAL., March 22, 1914.

YESTERDAY was California Orange Day and it proved to be a huge success from every standpoint. This year, we had a record crop, bringing somewhere near $30,000,000 to the southland. In the evening, an enormous parade through the streets of the city was held, and oranges were distributed along the route from large automobile trucks, in large quantities. A person without an orange yesterday, felt out of place, I assure you.

Klauber-Wangenheim Company, Incorporated, established in 1869, is among the prominent old established houses of the West. Klauber-Wangenheim Company, of Los Angeles and San Diego, Cal., is established since 1869. They are known from Coast to Coast. A. Klauber, the founder of this great concern, came to Southern California in 1869 and established the business originally in San Diego as a general merchandise store, supplying the surrounding sheep and cattle men with the real necessities of life. From this small beginning, the concern steadily grew. The management has always been progressive, yet conservative—building up their business on a firm foundation. Their annual sales now run into the millions of dollars.

Klauber-Wangenheim Company have a large force of salesmen covering Southern California, Arizona, New Mexico and Nevada. Among the brands of cigars distributed by this old-time house are such well-known brands as "Optimo," "Chancellor," "Mendels," "Pippins," "Post Dispatch," "Havana Ribbon," "Juan F. Portuondo" and "Permits."

They are sole distributors for Bunte Brothers' candies, of Chicago, Ill., a line of which they are justly proud.

The Los Angeles house is under the management of E. E. Klauber, while the San Diego house is managed by Melville Klauber and Hugo Klauber.

An important change in the management of the P. Lorillard Company lines took place by the retirement from the tobacco department of E. M. Elam, who takes over the cigar account of this company, for the territory west of Denver, Colo. Mr. Lowenstein, in charge of the cigarette department, becomes the Coast agent for the entire tobacco and cigarette business, with Anthony Schwamm for his head man in Southern California and Arizona. Mr. Schwamm's experience and popularity are an asset to the P. Lorillard Company, which seems to have been fully appreciated. Under his charge, a tremendous compaign will be waged on "London Life" cigarettes, new ten-cent 100 per cent. Turkish cigarette, and "Murads," packed twenty to each package, a German silver cigarette holder with each package given therewith. "Stag" tobacco will also come in for its share of publicity in this campaign. P. Lorillard Company have the right man in "Tony" Schwamm and personally, I have never met a better friend and salesman. He is sure "one-whole" booster.

Local dealers have a limited supply of "Panama" corn cob pipes, and during the next few days, or until their supply is exhausted, they will give one, free, to each customer of a ten-cent pouch of Dixie Queen Plug-Cut Tobacco.

The "Panama" has a natural finish corn cob bowl that seasons richly and absorbs all the nicotine, thus insuring a mild, sweet smoke. The stem of imported German Weichsel wood, with amberine bit, adds its own aromatic perfume and is neat and serviceable.

"Dixie Queen" is what the local dealers call a man's tobacco, and they state that its great popularity is due to the careful ageing process, which takes from three to five years, and gives to "Dixie Queen" a flavor and sweetness that is exceptional. Several seasons' crops are kept stored away by the manufacturers of this tobacco, so that the quality of "Dixie Queen" never varies, and the lovers of this famous tobacco never switch. The popularity of the corn cob pipe seems to be greater than ever and all local dealers say their limited supply of "Panamas" will diminish very quickly, and lovers ot a good old corn cob smoke are taking advantage of the offer.

William R. Veith, with Haas-Baruch & Company, is surely placing the "Commercial" cigar on a firm basis here, as the cigar is on the lips of every smoker who took a "chance" on the first smoke. It is a fine piece of goods, and this, together with the exceptional ability of Mr. Veith, is making the cigar a sure winner in this territory.

ALKALI.

Terry & Duncan, the well-known Philadelphia distributors, located at Chestnut and Tenth Streets, recently featured Sanchez & Haya's "Perfecto Royal" in their Chestnut Street window.

Cleveland

Trade Slows up During Lenten Season—I. J. Mittelberger Out of Cigar Business—Orders Piling in for "La Saramitas"—Business Good With Pyle & Allen Stands

CLEVELAND, O., March 25, 1914.

BUSINESS in Cleveland for the past two weeks has not been as good as usual, owing to the Lenten season being on. Things in general look very bright for a big spring opening.

Grover Mendelsohn has left for a short trip through the West looking after their business through the section. He reports trade as being very good, which is attested to by several nice orders which have come into the factory in the past few days.

Walter Meyer, of Victor, Thorsch & Company, manufacturers of the "New Bachelor" cigar, was in town the past week.

Teddy Neirath, formerly with Best & Russell, of Chicago, is in charge of the new Vincent Street store of Pyle & Allen. Mr. Neirath is specializing on pipes and hopes to make this store the pipe store center of Cleveland. He has put on a campaign of pipe sales through all the Pyle & Allen stores, which has met with huge success.

Dave Haas, formerly in charge of Pyle & Allen's Hippodrome stand, has resigned from this institution and joined the Louis Klein Cigar Company, and will be placed in charge of one of their stands.

Leo Weis, of the "Ruy Lopez," was in town the past week, calling on the trade.

Mr. Maloney, formerly in charge of Pyle & Allen's cigar stand at West Third and Superior Streets, and which has been taken over by Mr. Upham, who is running the cafe in the rear, has been placed in the East Fourth Street stand of the Pyle & Allen Company, along with Mr. Curtis. Mr. Upham bought the entire stock and fixtures.

Things have been very good with the above-mentioned concern, both in their retail and wholesale stores, and Mr. Sanborn informs the writer that their business is running away ahead of last year.

J. W. Klein, of Cleveland, representing the Larus Brothers Company on Edgeworth Quoboid tobacco, has just returned home after a very successful trip through western Pennsylvania. Mr. Klein is certainly making a big showing with this brand and you can see his goods displayed in all the stores along the line.

J. C. Leverence, of the Shields, Wertheim Company, has just returned from a very successful trip through the West and succeeded in bringing back a large quota of orders on "La Saramitas" and "Saramita Fives." Bert Smith, also one of the Shields, Wertheim Company, is putting on a campaign throughout Ohio and Indiana and is meeting with much success.

Mr. Schuster is opening up a very beautiful cafe opposite the Statler Hotel. It is modern in every respect and will be run on an exclusive German style. He has been in Europe for some time, gathering ideas to place in this new cafe. Their opening takes place on the 25th inst., and should be largely attended, as this is right in the heart of the downtown district.

The number two stand of the Consumers Cigar Company, located in the Wilkshire Building, in lower Superior Street, looks as though it should be a huge success.

The Marshall Drug Company are expecting to get back at the corner of East Ninth and Huron Road within the next couple of months. This is the store that was burned out severad weeks ago.

Fred Singer, of S. Rossin & Son, leaf tobacco house, of New York, is expected in town in a couple of days.

The Euclid Arcade Cigar Store, formerly owned by E. B. Lausten and which was given up by him several weeks ago, is again running under the management of Harry Mitchell, and will continue under the name of the Euclid Arcade Cigar Store. Mr. Mitchell was formerly in the cigar business in Boston, Mass.

I. J. Mittleberger, formerly with Neuman & Mayer Cigar Company, of Philadelphia, has given up the cigar business entirely and is devoting his time in the brokerage business, namely in men's furnishings, and is meeting with a huge success. Mr. Mittleberger's large acquaintance and genial personality should build him an immense institution in a few years' working.

Mr. Loeb, of Canton, was in town the past week and claims business is constantly on the increase. Mr. Loeb, while here, placed his order on "Saramitas" and "Saramita Fives."

Billy Shirk, of the Oppenheimer Company, of South Bend, was also in town the past week, placing his order on "La Saramitas" and "Saramita Fives."

Eddie Jandorf, of Kaiser & Boasberg, of Buffalo, called on the trade here the past few days.

Stace & Vincent are putting a big campaign on "Sonadas" and "Percy Haswell," and are meeting with their usual success.

JERRY.

George E. Gartman, York, Pa., has taken over the Windsor Cigar Box Factory.

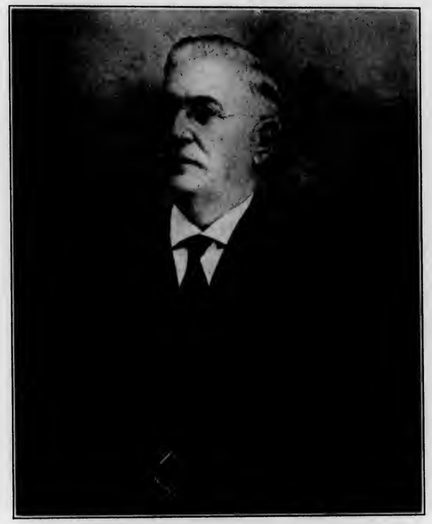
E. H. Gato Cigar Company

THIS great and successful factory of exclusively clear Havana cigars, now located at Key West for a number of years back, was originally founded by Mr. E. H. Gato, Sr., in the city of New York, as far back as the year 1871, thereby being today forty-three years in existence, and if we are not mistaken, can claim the reputation of being the oldest clear Havana cigar factory during the last half century in the United States.

The present officers of the company are: E. G. Gato, Sr., president; Fernando H. Gato, first vice-president; E. H. Gato, Jr., second vice-president; Frank H. Gato, treasurer; Tomas H. Gato, secretary.

Upon the twenty-fourth of February, 1914, the nineteenth anniversary of the war cry "Baire," a local newspaper, called "El Veterano," the organ of the veterans of Cuban Independence, wrote an article in Spanish about E. H. Gato, Sr., which we have translated for the benefit of the readers of THE TOBACCO WORLD, as it speaks in glowing terms about the eventful life he has led so far, and which is interesting, as an episode of the past, showing the sterling character of this self-made man in a plain and unvarnished tale.

ORETANIV.



E. H. GATO, SR.

(*Translation from "El Veterano."*)

Eduardo Hidalgo Gato was born in Stantiago de las Vegas upon October 6, 1847. When he was eight years old he started to learn the cigarmaker's trade, receiving as wages a peseta (20 cents) per day. When he was eleven years old he was already a full-fledged cigarmaker of regalia sizes.

The youth, Hidalgo Gato, at the age of fourteen did not know either to read or write, but he had such burning desires to learn that he begged Mr. Carlos Cepero to give him some lessons. This gentleman cheerfully complied with the wishes of his young friend, and thus commenced his early instruction. Shortly afterwards his spirit began to nurse revolutionary ideas.

When the war broke out in 1868 he commenced to take part in the revolutionary movements that took place in the western part of the island, with the object in view to cause an uprising in arms, in order to thus effectively help with his efforts the patriots, that were already fighting for their independence in the eastern part of the island.

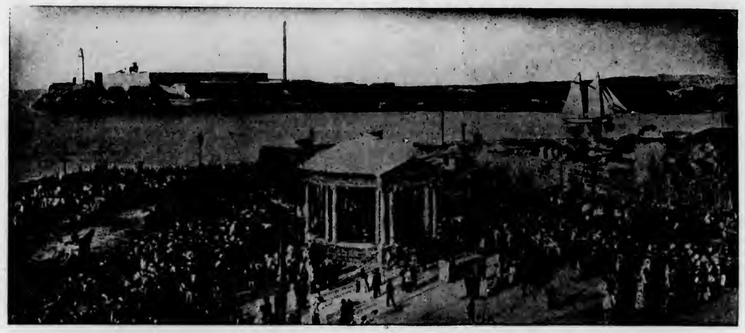
At that time Mr. Gato was denounced to the Spanish Government and persecuted by the latter. His good chief and patriot-comrade, Mr. Frederick Pons, sent him to a boarding house in Havana, kept by friends of the latter, Mr. and Mrs. Antonio Perez. In said house there boarded at that time many Spanish officers. The very worthy Mrs. Perez was aware, that Hidalgo Gato was hidden only so long in her house, until Mr. Perez should succeed in fixing up the former's passport, so that he might leave Cuba in safety. Thus three or four days passed, until at last he abandoned the island on board of the "Alliance," visiting Key West, Cedar Key (the latter on account of a cyclone), Fernandina, Fla., and Charleston, from which city he took the steamship "Champion" for New York. He finally landed in New York after many days of enforced silence, because he only found one party who could speak Spanish in Charleston.

When in New York the young Gato tried to find work, in which he succeeded.

Shortly afterwards, hearing that an expedition of fighting volunteers would start for Cuba, by the steamship "Catherine White," under the command of the great patriot, General Goicuria, he enlisted in the same. Our young volunteer sailed in a tugboat, in the company of other patriots, for the open sea, in order to await there General Goicuria, who was to recover the volunteers from the tugboat, by the steamer "Catherine White." Time speeded quickly without the "Catherine White" arriving, and as the tugboat was short of water and provisions, it was considered prudent to get near the port of New London, in the State of Connecticut, so they might be able to get the necessaries of life, and continue to wait. They did this, but with such an unlucky fortune, that when they approached the land some of the foreign volunteers deserted by swimming ashore, therefore, the patriot Zenea resolved to make a counter movement, in order that the tugboat might not be captured. Unfortunately this movement came too late, as the tug had been seen already, and after a chase was captured.

Later on it became known, through the crew of the gunboat, that the "Catherine White" and General Goicuria had been captured by the Government authorities and were held as prisoners. The fate of the volunteers of both vessels was the same. All were transported to the Brooklyn Navy Yard and placed as prisoners on board of the pontoon "Vermont." Hidalgo Gato remained some days as a prisoner in

(*Continued on page 33*)



The Cuban Market

From Our Exclusive Bureau

Havana, Cuba.

HAVANA, March 23, 1914.

REPORTS about the crop are still mixed; some people claim that the last rains in the Vuelta Abajo on the 17th inst. were general, thus benefiting the late set out plants, and assuring us a larger yield, while others state that they see no reason to change their former estimates, as tobacco cut this month may have no time to dry off before the rainy season sets in. The future alone can tell who is right. Some libre de pie and hojas de semilla have arrived already from the country, Vuelta Abajo and Semi Vuelta, which is only fit for the use of our cigarette manufacturers. This stuff has been partly dried by means of charcoal fires, and the required moisture was obtained by exposing it to the night dews, therefore it has undergone no sweat in the piles. The cigarette factories will have to give it some sort of a fermentation in the bales, and can only use it for mixing purposes. As the prices for this class of tobacco are considerably lower than for colas, it helps to lower the cost of production for cigarettes. No judgment can be formed about the future regular crop by these early parcels. We have heard some rumors that some party has started a packing already in Manicaragua. If true it could be only the very light part of the early harvested leaf, which is precipitated by artificial means for the packing. All these hurried trials to bring the crop to our market, without giving the tobacco a chance to acquire the necessary flexibility to the leaf by the natural humidity of the atmosphere, ought to be discountenanced, as they serve no good purpose, and in most cases only do harm in creating an erroneous impression about the expected quality of the 1914 growth.

Our leaf market has been dull, owing to the want of Northern buyers in town, although one of our commission merchants has operated to a fairly large extent, as he had received orders by cable to purchase Remedios and some Semi Vuelta styles for account to his customers. A Spanish firm with a connection in New York also made a few ventures in Remedios leaf. Our cigarette manufacturers were the principal buyers of old and some new leaf. Exporters to the South American Republics and for Europe only purchased sparingly during the past fortnight. Prices for most grades are favoring buyers, as our holders are more willing to close out their holdings in order to prepare themselves for the buying of the new leaf, excepting only the very choice vegas, prices upon which are maintained. The stocks in our market contain a quantity of good suitable leaf, which ought to attract buyers.

Sales during the last two weeks totaled 5535 bales, or divided: Vuelta Abajo and Semi Vuelta, 2055; Partido, 527; Remedios, 2753, and Oriente, 200 bales.

Buyers were: Americans and houses that purchased for the American market, 3174; exporters to Europe, 200; shippers to South America, 551, and our local manufacturers of cigars and cigarettes, 1610 bales.

Exports of leaf tobacco from the port of Havana for the two weeks ending March 14, 1914, totaled 8384 bales, which were distributed as follows, viz.: To all ports of the United States, 7375; to Bremen, 200; to Paris, 234; to Hamburg, 2; to Buenos Aires, 411; to Valparaiso, 142, and to Montevideo, 20 bales.

Receipts of Leaf Tobacco From the Country.

	For Three Weeks Ending March 19, 1914.		Since January 1, 1914.	
Vuelta Abajo	866 bales		5,290 bales	
Semi Vuelta	194	"	399	"
Partido	14	"	203	"
Remedios	490	"	4,569	"
Oriente	....		839	"
Total	1,504	"	Total 11,300	"

Buyers of Leaf Tobacco That Come and Go:

From New York: A. Guedalia, of Guedalia & Company; Vincent Planco, of Ruy, Suarez & Company.

From Tampa: Faustino Lozano, of F. Lozano, Son & Company; Francisco R. Diaz, of V. Guerra, Diaz & Company; Val. M. Antuono, of Val M. Antuono.

From Boston: L. W. Scott, of L. W. Scott & Company.

From New Orleans: M. Trelles, of M. Trelles & Company.

From Cincinnati: Julius Adler, of Sam. Joseph & Company; Nick Mauderer, of Nick Mauderer.

From Milwaukee: Theo. Sterneman, of Sterneman & Hayden.

Cigar Importers.

From London, England: Sir Herbert Praed, chairman of the Havana Cigar and Tobacco Factories, Ltd.; Andrew Bruce, of Walters & Company.

Departures.

To New York: A. Guedalia, Vincent Planco, José M. Diaz and Emilio Suarez.

To Tampa: José Escalante, Val M. Antuono, Faustino Lozano and Bernabé Diaz.

To Chicago: F. S. Gonzales and Sam Paley.

To Key West: Tomas Gato.

To Milwaukee: Theo. Sterneman.

To New Orleans: M. Trelles.

Returned—Albert Upmann, of H. Upmann & Company, and Angel Gonzalez (with his bride from Spain), of Gonzalez Hermanos & Company.

Cigars.

Business in our cigar factories has not improved yet, although our manufacturers are keeping up bravely in the hope that the present shrinkage in our exports of cigars may be made up later on during the year. Stocks must be decreasing in any event, and when trade in general should only become normal again we ought to see an increased demand for our cigars. It is rather strange that the United States, the richest country in the world, should show the biggest retrograde movement in the consumption of our cigars, but as some people consider Wall Street as the barometer of trade, and the latter is standing very low, we shall have to wait patiently for the rise, and which after all is bound to come, and can be only a question of time. Europe on the other hand is beginning to show some improvement. The extremely low ruling prices for sugar are affecting us rather seriously, as the sugar planters cannot cover the cost of production and are losing money on the sugar they are producing. However, this is only one of the natural consequences of the inexorable law of supply and demand, or when the production exceeds the demand prices are bound to fall, and will not recover until the equilibrium has been restored, through a decrease in the production, or an increase in the consumption. The same causes would produce the same result in our tobacco crops if the latter should be in excess of the coming demand. For the last ten years the demand has been always greater than the production, and therefore prices have been kept upon a high level, but who can tell when the reverse may take place? In the interest of the cigar manufacturers it would be desirable to see a fall in prices, in order to compensate them for the many handicaps under which they are suffering.

Romeo y Julieta is fairly busy on pending orders, and new ones are arriving in satisfactory quantities. Don Pepin Rodriguez returned from his trip to the Panama Canal on the 22nd inst., but we have not yet had the pleasure to see him.

Partagas received some good sized orders from the United States through its hustling representative, Mr. Robert E. Lane.

H. Upmann & Company report a steady normal demand for their celebrated H. Upmann cigars from all parts of the world.

Don Eustaquio Alonso, of the "Por Larrañaga" factory, admitted that while we are still in the dumps (Fuataca), and therefore cannot expect good business, that they have no reason to complain.

Henry Clay and Bock & Company, Ltd., had no news to give, except by saying that they are busy in any event.

Sol finds an improvement in the amount of orders arriving from Europe particularly, and which are of larger quantities than heretofore.

Other factories such as: Punch, Hoyo de Monterey, Belinda, La Flor de A. Fernandez Garcia, La Flor de José Otero, La Flor de Tomas Gutierrez, Flor del Fumar, Catañeda and Fonseca, Eden, El Rey del Mundo and C. E. Beck & Company are all working in good shape.

(Continued on page 33)

New Samples of "La Flor de A. Fernandez Garcia"

The illustration herewith shows the new line of samples of the "La Flor deA. Fernandez Garcia," for which B. F. Alexander is the United States and Canadian representative.

The brand shown herewith is absolutely controlled by Park & Tilford. These same sizes and shapes are made under the "Las Perlas" for S. S. Pierce & Company, of Boston, and is sold extensively by Chas. Gudknecht, their representative in Philadelphia, to the leading clubs in the Quaker City.

Leaf Tobacco.

Sobrinos de A. Gonzalez were sellers of 920 bales of leaf of all kinds to their various customers during the past fortnight.

Mark A. Pollack was a buyer of 1000 bales of leaf upon cable orders from his American customers during the past two weeks.

Gonzalez & Benitez disposed of 700 bales of Remedios and Semi Vuelta from their choice holdings.

Cuesta, Rey & Company purchased 556 bales of Vuelta Abajo leaf during the last fortnight.

Maximilian Stern, the general manager of Henry Clay and Bock & Company, Ltd., and the president of the Cuban Land and Leaf Tobacco Company, had intended to leave, accompanied by Mrs. Stern, by the White Line of steamers, the "Calamares," on the 15th inst., but as at the last moment the company had given counter orders not to touch at Havana, they embarked instead on the 16th inst. by the steamship "Governor Cobb," via Key West.

Romeo y Julieta purchased the famous vega, Cruz de Cabejas, from the Sumidero section of the Vuelta Abajo, about 300 bales, which the late Don Leopoldo Carbajal always had bought, year in and year out, during his lifetime on account of its exquisite aroma.

Sierra y Martinez sold 560 bales of Vuelta Abajo and Partido from their stocks during the last fortnight.

Garcia & Company purchased for their New York house of F. Miranda & Company 540 bales of Remedios, first capaduras, besides some colas of Vuelta Abajo for one of the cigarette factories here, which they are supplying with leaf.

Faustino Lozano expressed himself as very hopeful of the business outlook in Tampa, at least judging by his own experience. He added some 350 bales of choice Vuelta Abajo vegas to their holdings of leaf during his stay here.

Exporters of leaf tobacco from the port of Havana during the last two weeks ending March 14, 1914, and from 200 bales upwards, were:

Leslie Pantin	867 bales
Mark A. Pollack	856 "
Virgilio Suarez	774 "
J. Bernheim & Son	746 "
Garcia & Company	554 "
I. Kaffenburgh & Sons	449 "
Maximilian Stern	430 "
Michaelsen & Prasse	399 "
Manuel Suarez	351 "
Allones, Ltd.	240 "
M. Abella & Company	239 "
The French Minister	234 "
Selgas & Company	216 "
Adolfo Moeller	200 "

ORETANIV.

Moebs & Company First Payment is Large

The Security Trust Company of Detroit, receiver in equity for Gustav A. Moebs & Company, cigar manufacturers, is preparing to send out to the creditors of the concern checks covering the first distribution of assets. The payment will be equal to about thirty-three and one-third per cent., and there will be at least one more dividend. Such a first payment is regarded as unusual. The assets of the firm were sold for approximately $65,000. The liabilities were about $95,000.

Edward Wolf Company Specializing on "Manilas"

Edward Wolf Company, of San Francisco, Cal., are said to be specializing at present on Manila goods. Monthly this firm is shipping more than half a million of these cigars to jobbers all over the country. The brands are "La Insular" and "Trueba." There is apparently a heavy demand for Manila cigarettes as this firm has sold more than one million "La Insular" Manila cigarettes since January 1st.

Six salesmen of this firm who are covering California and Nevada, report that business prospects are excellent and that from their observations the country has never been in better shape.

E. H. GATO CIGAR COMPANY

(Continued from page 31)

company of his other brethren-in-arms, until the revolutionary committee in New York finally succeeded in obtaining the liberty of all the volunteers.

After this episode our hero, whose biograph we are relating, returned to New York, entering again as a cigarmaker in the cigar factory, and as his wages were more than he needed for his living expenses, and obeying his generous impulses, he maintained and supported on his own account, in the house marked as No. 5 Rivington Street, from twelve to sixteen Cubans, some comrades of the ill-fared expedition, and others of the unfortunates that had been swept to that city in the uneven fight.

Mr. Gato, since the year 1868 until 1898, has efficiently helped the revolutionary cause, now with his personal efforts, and then again with his disinterested financial support. He certainly has achieved the great satisfaction, that there has not been a single revolutionary movement, in which the emigrant Cubans took part, during the above stated period, that his name did not become associated in one form or the other.

Mr. Gato, whose motto has always been: "Labor Omnia Vincit," has given proof during the course of his life to possess four virtues, which have been his best recompense, and they have been: "To always have been a good son, a good father, a good citizen, and an honest worker."

In company of Messrs. Brun Diaz and Francisco Perez, they formed a society of three partners, establishing a cigar factory in Grand Street, New York, in the year 1871.

Big Campaign on "Mecca" Cigarettes

The double-page "Mecca" advertisement in colors, appearing in this issue, is an example of the large, striking and effective advertisements in this mighty "Mecca" newspaper campaign.

In this "Mecca" campaign the American Tobacco Company is using the monthly and semi-monthly colored magazine sections of all the biggest Sunday newspapers throughout the United States, with a total combined circulation of nearly ten million copies. On the accepted basis of five readers to each copy of a Sunday newspaper, these "Mecca" advertisements are read by approximately fifty million people every issue.

Moreover, this "Mecca" campaign is no one-time insertion, but extends over a period of six months. There is a complete series of these large, colored "Mecca" ads. They are scheduled for from six to twelve insertions in every paper on the long list.

The cumulative effect of such a broadside of advertising is far reaching and irresistible. These ads feature the new "Mecca" foil package of twenty for ten cents, and already dealers throughout the length and breadth of the United States are reaping the benefits in steadily growing sales on this new and popular packing of this nationally famous brand of cigarettes.

All the five great Sunday Magazine Sections of the press of the United States are included in this enormous "Mecca" campaign: The United Sunday Magazine papers; the Associated Sunday Magazine papers; The American Sunday Monthly Magazine papers; The Illustrated Sunday Magazine papers, and the Semi-monthly Magazine papers.

The following list shows the great Sunday newspapers with their circulation—belonging to these five big magazine section groups—all running these large, blazing "Mecca" ads over a period of six months:

United Sunday Magazine Papers.	Circulation.
New York World,	500,000
St. Louis Post Dispatch,	325,000
Boston Globe,	324,000
Philadelphia Inquirer,	250,000
Chicago Inter-Ocean,	150,000
Pittsburgh Press,	100,000
Indianapolis Star,	100,000
San Francisco Chronicle,	100,000
Seattle Post-Intelligencer,	90,000
Milwaukee Sentinel,	45,000
Des Moines Register & Leader,	45,000
(New Orleans States)	
(Shreveport Times)	40,000
Total circulation,	2,069,000
Associated Sunday Magazine Papers.	Circulation.
Chicago Record-Herald,	222,000
St. Louis Republic,	138,025
Philadelphia Press,	169,000
Pittsburgh Post,	62,000
New York Tribune,	62,000
Boston Post,	346,000
Washington Star,	51,000
Minneapolis Journal,	88,000
Denver News,	77,000
Buffalo Courier,	103,000
Detroit News-Tribune,	114,000
Baltimore Sun,	85,000
Total circulation,	1,517,025
American Sunday Monthly Magazine Papers.	Circulation.
New York American,	790,000
Boston American,	390,000
Chicago Examiner,	539,000
Atlanta Georgian,	121,000
San Francisco Examiner,	222,000
Los Angeles Examiner,	145,000
Total Circulation,	2,207,000
Illustrated Sunday Magazine Papers.	Circulation.
Pittsburgh Gazette News,	105,000
Minneapolis Tribune,	166,000
Rochester Dem. & Chronicle,	60,000
Memphis Commercial Appeal,	95,000
Louisville Courier Journal,	55,000
New Orleans Picayune,	42,500
Omaha World Herald,	47,000
Columbus Dispatch,	63,000
Buffalo Times,	68,000
Philadelphia Record,	150,000
Boston Herald,	115,000
Detroit Free Press,	98,000
Milwaukee Sentinel,	49,500
Des Moines Register & Leader,	68,000
Dayton News,	25,000
Providence Tribune,	17,500
Worcester Telegram,	34,000
Total circulation,	1,258,500
Semi-Monthly Magazine Section Papers.	Circulation.
New York Sun,	97,250
Boston Globe,	325,000
San Francisco Evening Call,	70,000
Washington Post,	53,450
Omaha Bee,	44,000
Buffalo Express,	65,000
St. Paul Dispatch & Pioneer Press,	66,500
Portland Oregonian,	75,000
Los Angeles Times,	95,000
Chicago Tribune,	395,000
St. Louis Globe Democrat,	185,000
Cincinnati Enquirer,	215,000
Philadelphia North American,	165,000
Pittsburgh Dispatch,	75,000
Seattle Post Intelligencer,	63,300
Total circulation,	1,989,600

Retail dealers throughout the country are praising this "Mecca" campaign. They say that this is the best kind of powerful manufacturer co-operation that brings them real results in cash sales and profits. They declare that they never have received such effective help as that given by the American Tobacco Company in this landslide "Mecca" campaign.

H. Duys & Co. Early in the Field

With a firm determination to eclipse the tremendous record which they made last year in the purchase and sale in the United States of upwards of 7000 bales of Sumatra tobacco, H. Duys & Company have been personally represented by John H. Duys at the first two inscriptions of the season in Amsterdam, and his advices to the New York house, are to the effect that they have been particularly fortunate in securing large quantities of strictly light tobacco out of the first two sales.

This is an unusual stroke of luck, for the new crop of Sumatra is predominated by medium to darker colors, but the House of Duys knows exactly what the American trade wants for wrappers and they get the goods which are best suited for the home market. Their announcement in this issue emphasizes the facts herein set forth with authority.

Some idea of the widespread character of their business can be gleaned from the fact, that notwithstanding the record breaking purchases of last year, they have but few bales of last year's tobacco on hand at the present time.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 236 Chestnut Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

REGISTRATIONS.

CHATHAM SMOKERS:—29,891. For cigars. March 12, 1914. P. O. Mead, Savannah, Ga.

RUSSELL'S HAVAN STRAIGHTS:—29,892. For cigars cigarettes, cheroots and tobacco. March 12, 1914. B. F. Russell, Valdosta, Ga.

ORIGINAL TAMPA STRAIGHTS:—29,893. For cigars, cigarettes, cheroots and tobacco. March 12, 1914. B. F. Russell, Valdosta, Ga.

RUSSELL'S STRAIGHTS:—29,894. For cigars, cigarettes, cheroots and tobacco. March 12, 1914. B. F. Russell, Valdosta, Ga.

FORTITUDE:—29,895. For cigars, cigarettes and tobacco. March 12, 1914. The Moehle Lithographic Co., Brooklyn, N. Y.

ROSE OF BELLAIRE:—29,896. For cigars, cigarettes and tobacco. March 12, 1914. The Moehle Lithographic Co., Brooklyn, N. Y.

GRAMMERCY ARMS:—29,897. For cigars, cigarettes and tobacco. March 12, 1914. The Moehle Lithographic Co., Brooklyn, N. Y.

DUKE OF GASCONY:—29,898. For cigars, cigarettes and tobacco. March 12, 1914. The Moehle Lithographic Co., Brooklyn, N. Y.

RIGHT PRODUCT:—29,899. For cigars, cigarettes and tobacco. March 12, 1914. The Moehle Lithographic Co., Brooklyn, N. Y.

LA FLOR DE FERRER:—29,900. For cigars, cigarettes and tobacco. March 13, 1914. Consumers Cigar Co., Chicago, Ill.

ISLE TAKA:—29,901. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 13, 1914. Consolidated Cigar Co.

DE SANTO:—29,902. For cigars. March 13, 1914. H. Jackson, Philadelphia, Pa.

THREE QUAILS:—29,903. For cigars, cigarettes and tobacco. March 13, 1914. F. M. Howell & Co., Elmira, N. Y.

THREE APES:—29,904. For cigars, cigarettes and tobacco. March 13, 1914. F. M. Howell & Co., Elmira, N. Y.

EL PRINCIPE DE ASTURIAS:—29,905. For cigars, cigarettes and tobacco. March 13, 1914. The Moehle Lithographic Co., Brooklyn, N. Y.

I. H. C.:—29,906. For cigars, cigarettes and tobacco. March 13, 1914. The Moehle Lithographic Co., Brooklyn, N. Y.

GATE CITY TO THE TROPICS:—29,907. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 13, 1914. McNulty & Robb Cigar Co., Fort Myers, Fla.

DON SALVATOR:—29,908. For cigars, cigarettes and tobacco. March 13, 1914. The Moehle Lithographic Co., Brooklyn, N. Y.

ROYAL ETHICS:—29,909. For cigars, cigarettes and tobacco. March 13, 1914. The Moehle Lithographic Co., Brooklyn, N. Y.

HOTEL RAINBOW:—29,910. For cigars. March 16, 1914. Superia Cigar Manufacturing Co., Detroit, Mich.

BELLE OF PUNTA GORDA:—29,911. For cigars, cigarettes and tobacco. March 16, 1914. F. M. Howell & Co., Elmira, N. Y.

FEDERAL CHAMPIONS:—29,912. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 16, 1914. H. Kolodner & Brothers, Baltimore, Md.

FEDERAL DIAMOND:—29,913. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 16, 1914. H. Kolodner & Brothers, Baltimore, Md.

RUMMY:—29,914. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 16, 1914. C. B. Henschel & Co., Milwaukee, Wis.

A. H. C.:—29,915. For cigars. March 17, 1914. Albany Cigar Co., Albany, Ga.

CEDAR BOX:—29,916. For cigars. March 18, 1914. T. L. Adair & Co., Red Lion, Pa.

MAURICE J. DORNEY:—29,917. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 18, 1914. Chicago Box Co., Chicago, Ill.

FATHER DORNEY:—29,918. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 18, 1914. Chicago Box Co., Chicago, Ill.

GOOLD:—29,919. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 18, 1914. S. R. Moss Cigar Co., Lancaster, Pa.

J. E. GOOLD:—29,920. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 18, 1914. S. R. Moss Cigar Co., Lancaster, Pa.

DOVE EYE:—29,921. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 19, 1914. George Taylor, Scotia, N. Y.

EMPIRE STATE CIGAR CO.'S "T. O. L.":—29,922. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 19, 1914. Empire State Cigar Co., Brunswick, Ga.

HONEY BELLE:—29,923. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 19, 1914. Harry W. Moyer, Myerstown, Pa.

KOST-MOR:—29,924. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 19, 1914. Kost-Mor Cigar Co., Lancaster, Pa.

156:—29,925. For cigars, cheroots, stogies, chewing and smoking tobacco. March 19, 1914. Lopez Cigar Co., Montgomery, Ala.

OLD DRURY:—29,926. For cigars, chewing and smoking tobacco. March 20, 1914. Old Drury Cigarette Co., Inc., New York, N. Y.

ARDHOMA:—29,927. For cigars. March 20, 1914. DeWitt Cigar Co., Ardmore, Okla.

SAVINGS FUNDS:—29,928. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 21, 1914. Herrman & Neff, Red Lion, Pa.

DR. GOUCH:—29,929. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 21, 1914. Otto Fusz, Lyons, N. Y.

EMILIA GARCIA:—29,930. For cigars. March 21, 1914. A. Lucker, Newport, N. Y.

THE WIT:—29,931. For cigars, cigarettes, cheroots, stogies, smoking and chewing tobacco. March 23, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

ENICAR:—29,932. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 23, 1914. Chicago Box Co., Chicago, Ill.

1775:—29,933. For cigars, cigarettes, cheroots and stogies. March 23, 1914. Wm. Tegge & Co., Detroit, Mich.

OLD DRUMMER:—29,934. For cigars, cigarettes and cheroots. March 23, 1914. John Shultz, Chicago, Ill.

JOE TINKER:—29,935. For cigars, cigarettes, chewing and smoking tobacco. March 23, 1914. Spector Brothers, Chicago, Ill.

POPULAR MECHANICS:—29,936. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 23, 1914. Brinker & Habeney, Indianapolis, Ind.

RADKA:—29,937. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 23, 1914. Steffens, Jones & Co., New York, N. Y.

TYMIA:—29,938. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 23, 1914. Steffens, Jones & Co., New York, N. Y.

KOGORO:—29,939. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 23, 1914. Steffens, Jones & Co., New York, N. Y.

UGAVA:—29,940. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 23, 1914. Steffens, Jones & Co., New York, N. Y.

MUNSELA:—29,941. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 23, 1914. Steffens, Jones & Co., New York, N. Y.

PRIDE OF POTTSTOWN:—29,942. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 25, 1914. Jos. Boutelji, Pottstown, Pa.

NEWARK BOARD TRADE:—29,943. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 25, 1914. Otto Fusz, Lyons, N. Y.

RED GIRL:—29,944. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 25, 1914. George Taylor, Scotia, N. Y.

COMMERCIAL ARIZONA:—29,945. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 25, 1914. Jose Alonzo, Phoenix, Arizona.

JOSE ALONSO:—29,946. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 25, 1914. Jose Alonzo, Phoenix, Arizona.

ERIES BIG HAVANAS:—29,947. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 25, 1914. A. Schultz & Co., Erie, Pa.

TOPSTONE:—29,948. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 25, 1914. E. Waegemans & Son, Bridgeport, Conn.

BANKERS EXPRESS:—29,949. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 25, 1914. E. Waegemans & Son, Bridgeport, Conn.

YOURS TRULY SMOKERS:—29,950. For cigars, cigarettes. March 25, 1914. Cabrera-Haimer Cigar Co., Tampa, Fla.

AQUINTESSENCE:—29,951. For cigars. Registered March 25, Mead, Savannah, Ga.

DANTE & BEATRICE:—29,952. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 25, 1914. Louis Wagner & Co., New York, N. Y.

TRANSFER.

YANKEE DIPLOMAT—32,448. For cigars, cigarettes, cheroots and tobacco. Transferred from Max Diamond to Joseph C. Werling, Passaic, N. J., March 19, 1914.

OLD DRURY:—29,547. For cigarettes. Transferred to Old Drury Cigarette Company, Inc., New York, N. Y., March 26, 1914, by A. Baldwin Sloane, New York, N. Y.

CANCELLATION

AQUINTESSENCE:—29,951. For cigars. Registered March 25, 1914, by P. O. Mead, Savannah, Ga. Canceled March 27, 1914.

Westfield Wants to Keep Towne-Fuller Company

Rumors to the effect that the Towne-Fuller Company, of Westfield, Mass., is planning to move its factory to Springfield, Mass., has aroused the Board of Trade to a point of securing larger and more commodious quarters for the firm. They have already considered another factory in the town and there is talk of them renovating it and offering it to the Towne-Fuller Company. It will cost about $1700 to put the factory in shape, but it is much larger than the present quarters of the Towne-Fuller Company and it is believed that if this can be done the company will remain in Westfield.

The Towne-Fuller Company employs about one hundred hands and its removal would be a distinct loss to the people of Westfield. The company has manufactured cigars in that place for many years and finds that its well-established reputation is taxing its present factory to the limit.

Up-State Jottings

The McGuigan Cigar Company, the well-known manufacturing concern, located at Red Lion, Pa., recently made a purchase of 50,000 pounds of tobacco.

Jacob Workinger, who recently conducted a cigar store in Dallastown, Pa., is now located at Gettysburg, Pa., where he is continuing in the same line.

Michael Hose, of the firm of Hose & Brillhart, operating as the Dallas Cigar Company, Dallastown, Pa., reports that work will be begun at once on a four-story building to take the place of the factory destroyed in the disastrous fire of a month ago.

S. R. Kocher, the well-known manufacturer and packer of leaf tobacco, with offices and factory at Wrightsville, Pa., reports that he has been kept pretty busy lately packing tobacco.

The Red Lion Tobacco Association, Red Lion, Pa., reports that it has sold its 1913 crop of tobacco, approximating 200,000 pounds, having obtained quite a satisfactory price for the same. Realizing the advantages accruing through the association of buyers, the board of directors have instructed the association to begin operations for the season of 1914 as soon as possible.

Resolutions by "Frisco" Retailers

The following resolutions were recently adopted by the San Francisco Retail Cigar Dealers' Association:

"RESOLUTION

"Whereas, the San Francisco Retail Cigar Dealers' Association, of the City and County of San Francisco, State of California, recognize the great work accomplished by the Honorable Oscar W. Underwood in the tariff and currency bills; and,

"Whereas, we greatly appreciate his work in the passage of the bill permitting the manufacture of pure Havana cigars in bond, it being a step toward honest merchandise in the tobacco industry; and,

"Whereas, he has now introduced in the House a bill to tax coupons when used with tobacco products, which, if made a law, will restore free and fair competition in the production of tobacco products, and prevent the entire destruction of the retailers of tobacco products, as well as remove that which has been largely, if not wholly, the means of creating the tobacco monopoly;

"Therefore, Be It Resolved, that the San Francisco Retail Cigar Dealers' Association, of the City and County of San Francisco, State of California, extend their thanks to the Honorable Oscar W. Underwood, and that the Secretary of the Association be, and is hereby, instructed to send a copy of these resolutions to the Honorable Oscar W. Underwood, and to the Tobacco Trade papers of the United States, and to the 'Herald,' the 'Ledger,' and the 'News' of Birmingham, Alabama."

At a regular meeting of the Alameda County Retail Cigar Dealers' Association, the following resolutions were adopted, thanking the Honorable Oscar W. Underwood for his great work in behalf of the independent retail cigar dealers of this country:

"RESOLUTION.

"Whereas, the Alameda County Retail Cigar Dealers' Association, of Alameda County, State of California, recognize the great work accomplished by the Honorable Oscar W. Underwood in the tariff and currency bills; and,

"Whereas, we greatly appreciate his work in the passage of the bill permitting the manufacture of pure Havana cigars in bond, it being a step toward honest merchandise in the tobacco industry; and,

"Whereas, he has now introduced in the House a bill to tax coupons when used with tobacco products, which, if made a law, will restore free and fair competition in the production of tobacco products, and prevent the entire destruction of the retailers of tobacco products, as well as remove that which has been largely, if not wholly, the means of creating the tobacco monopoly;

"Therefore, Be it Resolved, that the Alameda County Retail Cigar Dealers' Association, of Alameda County, State of California, extend their thanks to the Honorable Oscar W. Underwood, and that the Secretary of the Association be, and is hereby, instructed to send a copy of these resolutions to the Honorable Oscar W. Underwood, and to the tobacco trade papers of the United States, and to the 'Herald,' the 'Ledger' and the 'News' of Birmingham, Alabama.

"Thanking you in advance for the courtesy extended to us in publishing these resolutions in your valuable paper, we are,

"Respectfully yours,

"Alameda County Retail Cigar Dealers' Association,

"Carl Massey, Pres.,

"Otto C. Kuerzel, Secy."

New Cigar Factory for Baltimore

Max Diamond, a cigar manufacturer of Passaic, N. J., has recently visited Baltimore, Md., to look over locations for the erection of a large cigar factory in that city. It is said that the cause for this action is due to the difficulty experienced in Passaic for getting help.

Mr. Diamond believes that he can overcome the loss occasioned by shortage of labor by installing the machines manufactured by the Cigar Machine Corporation of America, which has its headquarters in Baltimore. It is stated that arrangements have been made with C. Ford Seeley, of that company, to install a number of machines in the factory, and to supply the help needed for their operation.

The new company has been incorporated as the Diamond Cigar Company. The company is said to have ample capital, and it is expected that they will erect one of the largest factories in Baltimore.

Waldo Newcomer, D. D. Mallory and Dr. M. H. Carter are among the Baltimore directors of the Cigar Machine Corporation.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

"OLD DRURY" IS A SELF SELLING CIGARETTE

Willie Collier says, "Every puff a plug." Cork or plain. Write for territory. Old Drury Cigarette Co., 142 West Fortieth Street, New York City.

MONROE ADLER,
CIGAR BROKER,
186 N. La Salle St., Chicago, Ill.
6-17-he

LANCASTER STOGIE COMPANY,
MANUFACTURERS OF HIGH GRADE STOGIES,
120 Water St., Lancaster, Pa.

AN ESTABLISHED MANUFACTURER desires a few more accounts on his or private brands. Address Box 21, "The Tobacco World."

CARL RUGE & COMPANY
Leaf Tobacco Brokers, Dayton, Ohio
In daily touch with all the country as well as local packers. Samples and quotations cheerfully furnished. 12-1-ch

Wanted.

CASH PAID FOR CUTTINGS, SCRAPS & siftings.
Write to H. Adler & M. Meyerson, 316 E. 47th, New York

IMPORTANT NOTICE TO CIGARETTE MANUFACTURERS—We manufacture cigarettes for the trade; we also supply tobacco boxes and labels 25 per cent. cheaper than elsewhere. Brands registered. Write for particulars. Live distributors wanted. The Soter Company, 235 Canal Street, New York City.

PACKER FOREMAN REQUIRED—One who understands his business. Excellent opportunity for advancement. State salary expected, reference, and past experience fully, in communication. Address Packer Foreman, "The Tobacco World," 236 Chestnut Street, Philadelphia, Pa.

Wanted.

WANTED—Experienced cigar manufacturer to locate factory in the livest city of 60,000 in the Middle West. No four-flushers need apply. We have ten jobbing houses, doing millions of dollars annually, who will help boost the proposition in six states their men cover. City growing at rate of 5000 a year and has all advantages of a metropolis. Up-to-date plant, with some real United States money, would have no competition. Box factory here. Factory rentals reasonable. Great opportunity for company of young men with experience. Address Secretary, care "The Tobacco World," for full particulars. t.f.

CIGAR STORES SOLD WITHOUT PUBLICITY.
Any Location. Send for Rates.
ARTHUR J. LEUPOLD, 1218 Chestnut Street, Philadelphia, Pa.

WANTED—Unlimited quantities of "Seed Cuttings" and "Siftings." Get our new quotations for cash. Interstate Tobacco Company, Longacre Building, Forty-second Street and Broadway, New York.

For Sale.

HAVANA SHORTS—Pure Vuelta; fine aroma. Lopez, 353 E. 78th St., New York. 9-1-tf

FOR SALE—Remedios Havana shorts, pure and clean. Guaranteed A-1, or money refunded. Fifty cents per pound. Edwin Alexander & Co., 178 Water Street, New York.

FOR SALE—A cigar factory in a city of 25,000 out West, working three to six men the whole year, mostly on 8¼ goods. The best of trade. Have my own lithograph label. Address Box 33, "The Tobacco World."

Situations Wanted.

SUCTION FOREMAN—Young man wishes position in or around Philadelphia. Address Box 37, "The Tobacco World."

Retired Tobacco Grower Celebrates Eighty-eighth Birthday

March 22nd last witnessed the celebration of the eighty-eighth birthday anniversary of Daniel N. Frost, who resides in West Grand Street, West Suffield, Conn., and who is known as one of the first tobacco growers in the Suffield district. He was but twenty-seven years of age at the time his first tobacco was grown, this being set out by hand in hills and taken up by a common table fork. The crop, which consisted of broadleaf and Havana seed tobacco, covered three-quarters of an acre. Mr. Frost states that the highest price he ever received for his Havana seed tobacco was forty cents per pound, this occurring during the time of the war. Paste cigars, cut off at both ends and grouped in bundles of fifty, were produced from the crop and sold to Hartford merchants in exchange for groceries. The success attending his first crop was duplicated through the years that followed until 1897, when he retired from active business. Mr. Frost was married in 1851 to Miss Louise Frost, of Tolland, Mass., who died in 1905, four years after the celebration of their golden wedding. He claims eleven grandchildren and one great-grandchild among his descendants.

Seed Leaf Tobacco Growers at Lititz Organize

Following a meeting recently at Lititz, Pa., of the tobacco growers of Lititz and vicinity, comprising an attendance of about 150, a Seed Leaf Tobacco Growers' Company was organized. The officers of the company are as follows: President, H. H. Bomberger; secretary and treasurer, William Gibbel; advisory board, Harry Brubaker, C. Charles and A. H. Bomberger.

Dallas Cigar Company's Losses Heavy

Relative to the fire which visited Dallastown, Pa., recently, and which resulted in destruction to three warehouses and a box factory in addition to a large quantity of leaf tobacco, the insurances amounted to but $6500 for the Dallas Cigar Company, and $3500 for the box factory, the entire claim being allowed. The loss is particularly severe, inasmuch as this was the sole amount of insurance carried by the concerns in question. In a statement to the trade, A. T. Brillhart, of the Dallas Cigar Company, said that it will take at least five years to get a similar supply of tobacco on hand, some of that destroyed having been ten years old and of fine quality.

SOLE MANUFACTURERS
DITTGEN'S PATENT
Self-Opening "MULTIPLE" Cigar Pouch
With or without Sealing Flap
The Best Individual Cigar Pouch on the market
Made to fit any size Cigar or Stogie
SEND FOR SAMPLES AND PRICES

Established 1870 Factory No. 79

S. R. KOCHER
Manufacturer of Fine Havana and Domestic Cigars and packer of Leaf Tobacco
Leading brands—"Volita," "Quaker," Nabobs," "1-4-5," "Havana Cream," "Imperial Beauty," "Little Yara"
Correspondence with wholesale and jobbing trade invited
Factory and Offices: WRIGHTSVILLE, PA.

Concerning the Proposed Tobacco Monopoly in Uruguay

American Minister Nicolay A. Grevstad at Montevideo, has sent the following report concerning the proposed tobacco monopoly in Uruguay, to the *Daily Consular and Trade Reports:*

The President of Uruguay has submitted to the General Assembly for approval a contract signed by the Minister of Finance, for the purpose of establishing a tobacco monopoly. This contract provides for the concession to a private company, for a term of twenty-five years, of the sole right to import, purchase, manufacture and sell tobacco in all its forms. The present manufacturers and dealers may become stockholders in the new company for the value of their plants and stocks on hand plus a bonus, or they may dispose of their establishments, machinery and stocks to the company at actual value plus a bonus.

The company is to pay the state 1,200,000 pesos ($1,240,800) annually during the first five years, 1,700,000 pesos ($1,757,800) from the sixth to the thirteenth year, and from the thirteenth to the end of the twenty-fifth year 2,000,000 pesos ($2,068,000). After twenty-five years the monopoly shall revert to the state, which is to become owner, without indemnification, of all plants, machinery, stocks and other property, with the exception of the factory buildings, which may be acquired at cost.

It is believed that the proposed monopoly will harmonize the interests of the tobacco industry with those of the state. Long experience has demonstrated that in order to protect its own interests and those of honest dealers, the state must carry on endless warfare against smuggling and dishonest practices. The necessity for this would be obviated under the proposed arrangement.

Under the comparatively low import duty on tobacco prevailing in the five years preceding 1888, the average annual consumption was 1,413,020 kilos, or 2.523 kilos per inhabitant. In the five years following 1888 the average annual imports under higher duties fell to 1,101,640 kilos, or 1.620 kilos per inhabitant. The duties were again raised in 1890 and 1891, and this increase, added to the circumstance that tobacco began to be grown in Uruguay at this time, caused the average annual imports to fall to 605,227 kilos. The duties and internal revenue taxes now in force, as fixed by the laws of January 11, 1896, and December 19, 1900, are as follows, in pesos ($1.034) per kilo (2.2046 pounds):

Kind.	Import duty, per kilo. Pesos.	Internal revenue tax, per kilo. Pesos.	Total. Per kilo. Pesos.	Per 100 pounds.[1]
Habana leaf	0.30	0.40	.70	$35.22
Rio Grande and Paraguay	.15	.40	.55	26.27
Twist (en cuerda)	.12	.40	.52	26.02
Other leaf tobacco	.30	.40	.70	34.25

[1] Including surtax of 8½ per cent. of official valuation.

The average annual imports of tobacco for 1908-1911 were 882,890 kilos, which, with the home production, make the apparent annual consumption 1,382,899 kilos, or 1.202 kilos per capita. On the basis of the consumption during the time of low duties, the present consumption, with a population of 1,300,000 may be assumed to be 3,250,000 kilos. Since the official returns show less than half that amount, the conclusion is reached that duties are evaded on more than half the consumption.

Some opposition to the bill is expected in the General Assembly.

Trade Changes

Penn Yan, N. Y.—John Birmingham has sold his cigar business to William Bird.

Corpus Christi, Tex.—Hitt's Cigar Stores will shorty remove their present store to the Nueces Hotel Building.

Dixon, Ill.—Fred Snyder, of De Kalb, Ill., has recently purchased a cigar store in this city.

Lisbon, O.—Benjamin McClintock, of Alliance, and Walter Harris, of Wheeling, W. Va., have recently purchased the cigar and tobacco store of R. B. Heacock, located on North Park Avenue.

Cumberland, Md.—G. E. Hammond, of Meyersdale, Pa., has recently purchased the Academy Cigar Store, at the corner of Frederick and Centre Streets.

Globe, Ariz.—Clifford Upton has leased the premises recently occupied by J. S. Miles, and will open up there with a full line of cigars, tobacco and confections.

Marion, Ind.—Guy Leas and Charles Tibbits have purchased the Opera House Cigar Store, formerly conducted by Roberts & Feighner.

Leaf Tobacco Notes

PENNSYLVANIA

LANCASTER, PA.

The long threatened cigarmakers' strike has unsettled the trade to quite an extent, and even if it does not take place, it will require some little time for it to return to normal. The leaf market is dull and the only thing at present that is attracting any attention at all is the attempt to form the tobacco growers' pool.

Altogether probably not a third of the crop has been sold. The local packers do not evince any inclination to buy just now, with a few exceptions, and, as the big concerns are not in the field, the outlook for an early closing out of the new crop is not promising.

CONNECTICUT

SUFFIELD, CONN.

Some of the largest tobacco warehouses in the town have closed and it is expected that the rest will probably shut down by the first week in April. Due to an abnormally dry season, the crop did not reach more than half growth. For this reason buyers have simply had the crops sized and cased, an operation requiring far less time than when sorted in the ordinary way.

The picked tobacco this year proved a failure and the dealers predict that hardly any of the weed in this section will be picked or primed during the coming season. The picked tobacco does not seem to go through the sweat as good as stalk tobacco, and does not seem to have much life, it breaking easily when placed in cigars.

The outlook for the 1914 crop is excellent and the prediction is offered that it will come up to the average.

BROAD BROOK, CONN.

The past winter has been one of the best in the history of tobacco packing in this town and many of the tobacco houses are still running a full lot of men and they have plenty to do for some time to come yet. In the winter this is the work that brings into the town thousands of dollars and makes it the leading industry with the exception of the Broad Brook woolen mills. One thing that has kept the work at top speed this year is that many of the buyers realized the good quality of the tobacco raised here bought the crops and then hired one of the packing houses nearby to do the packing and also in buying the crops in the neighboring towns they had them delivered here.

In the fall there was some fear that the packing of many of the crops would go to East Hartford or Windsor Locks, but all of this has remained at home and furnished work for the townspeople. It is estimated that when the packing houses are all working full force, that the salary roll is nearly $3000 a week. There has been some trouble this year in the fact that there is a scarcity of tenements and many of the men that have been working in the packing houses have had to board in the town or live in one of the neighboring towns. From the present outlook there will be enough work in the packing houses to last until the latter part of April.

TENNESSEE

CLARKSVILLE, TENN.

There was a considerable falling off of receipts by the rehandlers of the city, but a small increase by the association prizing houses. Shipping has been more active and wherever the growers have succeeded in getting their crops in bulk early in the season the greater portion has been stripped. Those who failed to do this are unfortunate, as the crop will be materially injured by hanging so long. So far as can be ascertained, there is only a small portion of the crops that has been sold, now undelivered, but there is quite an amount in the barns that is unsold.

There have been reports of plants being killed by the freeze of two weeks ago. Most of the beds are now canvassed and if the weather remains as it is at this date the plants will soon be in evidence. The prices on tobacco are somewhat better than in the early part of the season. Longs are being taken at from $5 to $6.75 per hundred, while leaf is going from $8 to $15, and nothing fine on market.

Fire Destroys Big Warehouse

Fire which broke out in the night recently destroyed the leaf warehouse of H. T. Sweeney, entailing a loss of $15,000. The building was leased by the United Cigar Manufacturers' Company, and contained at the time of the fire about fifty cases of Wisconsin binder goods.

Rockford Tobacconists to Fight Cigarette Ordinance

The cigar and tobacco dealers of Rockford, Ill., are preparing to contest the recent measure of the Rockford City Fathers prohibiting the sale of cigarettes. Dealers believe that they have a recent Supreme Court decision to uphold them. Two firms which have been arrested for selling cigarettes intend to make test cases, it is understood.

Why Bold Cigars Do Sell!

They're perfection in workmanship

They're distinctive in taste

They're always uniform

They appeal to the smoker

They're

"ABOVE ALL"

BOBROW BROS.

BOLD FACTORIES

133 Arch St. **114 S. Second St.** (Main Office) **125 S. Second St.**

PHILADELPHIA, PENNA.

INCREASE YOUR SALES IN 1914

BY STOCKING

"Our Principal"

A Nickel Cigar of Merit

Smokes Well

Sells Well

Pays Well

TRY THIS LINE

"Our Principal" Cigars give the retailer good profits, and the smoker complete satisfaction.

Back of **"Our Principal"** brand stand our principles. We believe in putting honest goods in our cigars, we manufacture under the most sanitary conditions.

More dealers sold our leading brand in 1913 than ever before. We will make a new record in 1914.

Write to-day for terms.

J. W. BRENNEMAN, Manufacturer, Millersville, Pa.

The Exceptional Cigar

BUSTILLO BROS. & DIAZ, Inc.

GENERAL OFFICES

267 Fourth Avenue **New York City**

Wilson Raises Bumper Crop

What is reported to be the season's bumper crop of tobacco was delivered in Clarksville, Ky., recently, by William Wilson, a tobacco planter residing in the Bell's Chapel vicinity, a few miles from Trenton, Ky. Mr. Wilson grew about 85,000 pounds of tobacco on his 100 acres, disposing of the same at an average of $9.50 per hundred. When the large acreage is taken into consideration, it is stated that the crop is the finest yield in the county.

New Combination Pocket Case for Smokers

A useful pocket case, similar to those used for carrying cigars, has recently been put on the market and should prove a boon to smokers who desire to safely carry a full complement. The interior is similar to the usual cigar case except that one side has a compartment for cigars, while the other side is arranged to carry cigarettes and a book of matches.

STATEMENT OF THE OWNERSHIP, MANAGEMENT, ETC., OF "THE TOBACCO WORLD," PUBLISHED SEMI-MONTHLY AT PHILADELPHIA,

Required by the Postal Laws and Regulations.

By the Act of August 24, 1912.

Name of Editor—J. Lawton Kendrick, Philadelphia, Pa.
Managing Editor—J. Lawton Kendrick.
Business Manager—H. B. Hankins, Philadelphia, Pa.
Publisher—Tobacco World Corporation.
Owners—J. Lawton Kendrick, Estate of S. A. Wolf, K. G. Kendrick.

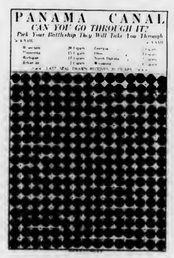
Known bondholders, mortgagees, and other security holders, holding one per cent. or more of total amount of bonds, mortgages, or other securities: None.

(Signed) J. LAWTON KENDRICK.

Sworn to and subscribed before me this 23rd day of March, 1914.

JOHN M. HOLTON,
(Seal) Notary public.
(My commission expires February 21, 1915.)

Fancy Cigar Boxes
made by
Henry H. Sheip Mfg. Co.
Columbia Ave. and 6th St.
PHILADELPHIA



OUR LATEST MONEY MAKER

Going Thru the Panama Canal

This Card contains 255 Battleships at 5c.
a sail, it will bring in - - - $12.75
pays out 210 cigars at 5c. each - 10.50
Cash Profit $2.25

Besides the profit on 210 cigars. This card has 104 Positive winners, more than any other card of a similar kind, yet gives out less cigars than any other card manufactured, and you will agree with us that it is the best card on the market.

Cards are retailed at $.75 each, or 1 doz., $3.75; 50 lots, $14.00; 100 lots, $25.00.
Prices are F. O. B., Michigan City.
Always send your money with the order.

Michigan City Paper Box Co.
Michigan City, Ind.

We are starting a *vigorous selling campaign* to call the attention of all plug tobacco users to the big advantages of this new 5c Foil Wrapped Pocket Plug of

PIPER

Champagne **HEIDSIECK** *Flavor*

CHEWING TOBACCO

5c.

This world-famous chewing tobacco is now made in a new size—a neat, handy 5c Pocket Plug, that is wrapped in foil. The foil-wrapping keeps the tobacco clean, sweet and full of flavor.

We want you to get your full share of this new business by ordering at once from your jobber "PIPER" in this new style of packing.

THE AMERICAN TOBACCO COMPANY, New York

The scarcity of **Light Sumatra Tobacco** in the new crop is well known. Under these circumstances our purchases at the first two inscriptions of

1,250 Bales

Deli My / QM.
Senembah My / P.
Amst Deli Co. / C.
Deli My / P.
Dolok Deli

all strictly *Light Colors, Big Yielders,* will be of great interest to all manufacturers.

SAMPLES READY APRIL 2nd.

H. Duys & Co.

170 Water Street - - New York

By Far the Leading Sumatra House.

JOHN F. HEILAND & CO.
Lancaster County Fancy B's
LANCASTER, PENNA.

MAXIMILIAN STERN
Havana Tobacco
Clavel No. 1, Havana, Cuba 165 Front Street, New York

Parmenter Wax-Lined Coupon Cigar Pockets
AFFORD PERFECT PROTECTION AGAINST MOISTURE HEAT AND BREAKAGE
¶ INDORSED BY ALL SMOKERS, and are the MOST EFFECTIVE Advertising Medium Known
Racine Paper Goods Company
Sole Owners and Manufacturers
RACINE, WIS., - - - - U. S. A.

J. F. Reichard
PACKER AND WHOLESALE DEALER IN
Cigar Leaf Tobacco
We offer a full line Pennsylvania, Wisconsin, Connecticut and Ohio, and Sumatra, Havana and Florida TOBACCOS
Domestic tobacco direct from the grower to you. We have the goods and facilities. Let us submit you samples and prices.
Main Office: YORK, PA.

MANUEL MUNIZ HILARIO MUNIZ
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Growers and Dealers of
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Reina 20, Havana
CABLE: "Angel" Havana P. O. Box 98

THE MOEHLE LITHOGRAPHIC CO
CLARENDON ROAD & EAST 37th ST. BROOKLYN, N.Y.
CIGAR LABELS & BANDS
BRANCH OFFICE
170 WEST RANDOLPH ST. CHICAGO, ILL.

CigarRibbons Largest assortment of Plain and Fancy Ribbons
Write for Sample Card and Price List to Department W
WM. WICKE RIBBON COMPANY
Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain
WOODHAVEN AVENUE, GLENDALE, NEW YORK

Established 1890 Correspondence Solicited
KEYSTONE VARIETY WORKS
HANOVER, PENNA.
Cigar Ribbons, Silk Imitation and Muslinola Ribbon Printed or Stamped in Gold or Silver
Labels. Stock Cards. Give Us a Trial. We Want Your Opinion

OUR HIGH-GRADE NON-EVAPORATING
CIGAR FLAVORS
Make tobacco mellow and smooth in character and impart a most palatable flavor
FLAVORS FOR SMOKING and CHEWING TOBACCO
Write for List of Flavors for Special Brands
BETUN, AROMATIZER, BOX FLAVORS, PASTE SWEETENERS
FRIES & BRO., 92 Reade Street, New York

Short talks to Dealers

It is just as essential to use good cigarettes in order to build up a substantial cigarette business as to use good building material for a home. With

FATIMA
TURKISH BLEND
CIGARETTES

you have a good, dependable foundation. Good, because the mild, mellow Turkish flavor of Fatimas is the flavor most desired by cigarette smokers. Dependable, because our process of manufacture insures the same uniform quality in each cigarette in every package.

And to increase the already enormous sale of Fatimas and to make it easy for you to build up a big, substantial trade with them, we are advertising them very heavily during 1914. *More Fatima cigarettes are sold than any other brand in this country.*

In fact, the 1914 Fatima advertising campaign will be one of the very biggest ever known for cigarettes.

And back of every *ad*—every cigarette and every dealer—stands the Liggett & Myers Tobacco Co.

P.S.—Fatimas are very popular with all college men.

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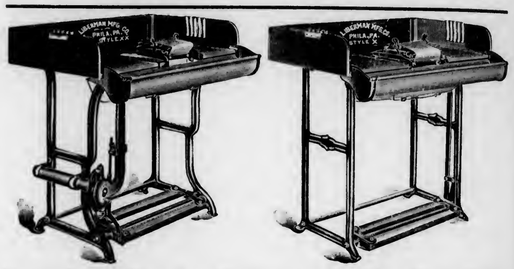

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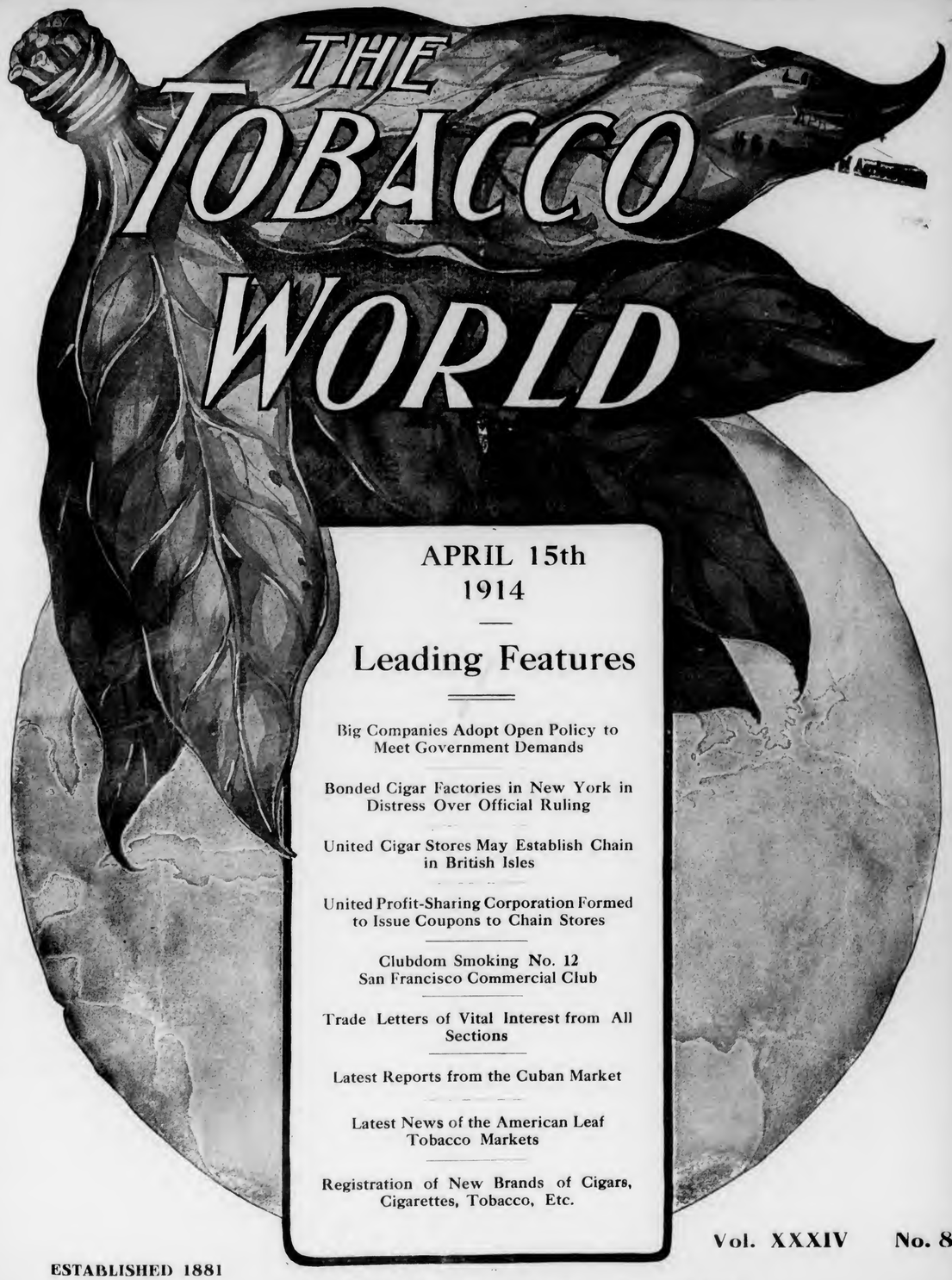
Smoke Talk No16

Madam—a hint for you

The best nerve specialists in New York say rich, all-Havana cigars wreck more nerves and tempers than anything else. See that ***your*** husband smokes mild cigars—something like the mellow blend of light Havana and right domestic in the—

Robt. Burns

MILD 10c CIGAR



THE TOBACCO WORLD

APRIL 15th 1914

Leading Features

Big Companies Adopt Open Policy to Meet Government Demands

Bonded Cigar Factories in New York in Distress Over Official Ruling

United Cigar Stores May Establish Chain in British Isles

United Profit-Sharing Corporation Formed to Issue Coupons to Chain Stores

Clubdom Smoking No. 12 San Francisco Commercial Club

Trade Letters of Vital Interest from All Sections

Latest Reports from the Cuban Market

Latest News of the American Leaf Tobacco Markets

Registration of New Brands of Cigars, Cigarettes, Tobacco, Etc.

Vol. XXXIV No. 8

ESTABLISHED 1881

PUBLICATION OFFICES: 236 Chestnut Street, Philadelphia

F. C. LOZANO J. M. LOZANO

TRADE MARK

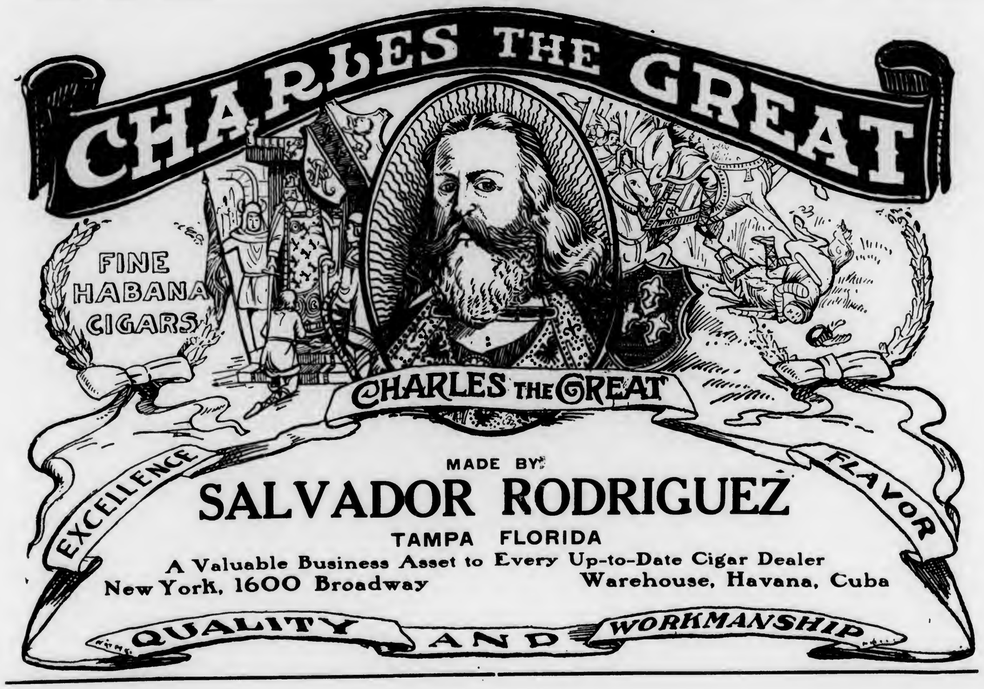
F. LOZANO, SON & CO.

HAVANA CIGAR MANUFACTURERS

Makers of the Famous "F. Lozano" Brand

FACTORY: TAMPA, FLORIDA

OFFICE: 437 FIFTH AVENUE, NEW YORK



BEHRENS & CO.

HAVANA, CUBA

Manufacturers of the "SOL" Brand

SOL HABANA

Finest Vuelta Abajo Tobacco Exclusively

No Better Goods Made
Quality Always Reliable

One of the Oldest Havana Brands

ESTABLISHED 1834 RE-ESTABLISHED 1890

See Winston Churchill's Book, "The Crisis"

Best 10c Cigar in 1869—Since and Now

"La Flor de Portuondo"

Londres Grandes

¶ First introduced to the trade in 1869 by the late Juan F. Portuondo, one of the pioneers of cigar manufacturing in the Quaker City.

¶ The superior quality and workmanship of these goods, which made their maker famous from coast to coast, has been maintained ever since and is typified in the above brand, a Havana filled, Sumatra wrapped cigar of most excellent flavor.

Juan F. Portuondo

Cigar Mfg. Co., Philadelphia

For Gentlemen of Good Taste

SAN FELICE 5 CIGARS FOR GENTLEMEN OF GOOD TASTE DEISEL-WEMMER CO. MADE IN U.S.A.

San Felice

CIGARS

The Deisel-Wemmer Company

LIMA, O.

The Original and Genuine

Central Union

Smoking Tobacco in a New Cut

Packed in a Pocket-proof Package

1½ ounces—5 cents

United States Tobacco Co.

RICHMOND, VA.

The Latest Improvement in Electric Cigar Lighters is the

Brunhoff

Jump Spark Lighter with Automatic Cutter

Operates with an excellent jump spark coil. The main feature is that the lighter uses electricity only for an instant. No current used or wasted on return into position. This is most important. It saves your batteries—gives them longer life. The front is for your ad or for a mirror. The handle is convenient to light from, for the shortest or the tallest. Pull the handle to you, slow or fast, **"you get a light every time."**

If you want the best lighter ever made, send us $12.00 and state if wanted with glass or mirror front. Send label if you want us to insert it.

Made and Guaranteed by

The Brunhoff Mfg. Co.,

Cincinnati, Ohio

Eastern Branch and Show Rooms
113 Maiden Lane, New York

F. C. LOZANO J. M. LOZANO

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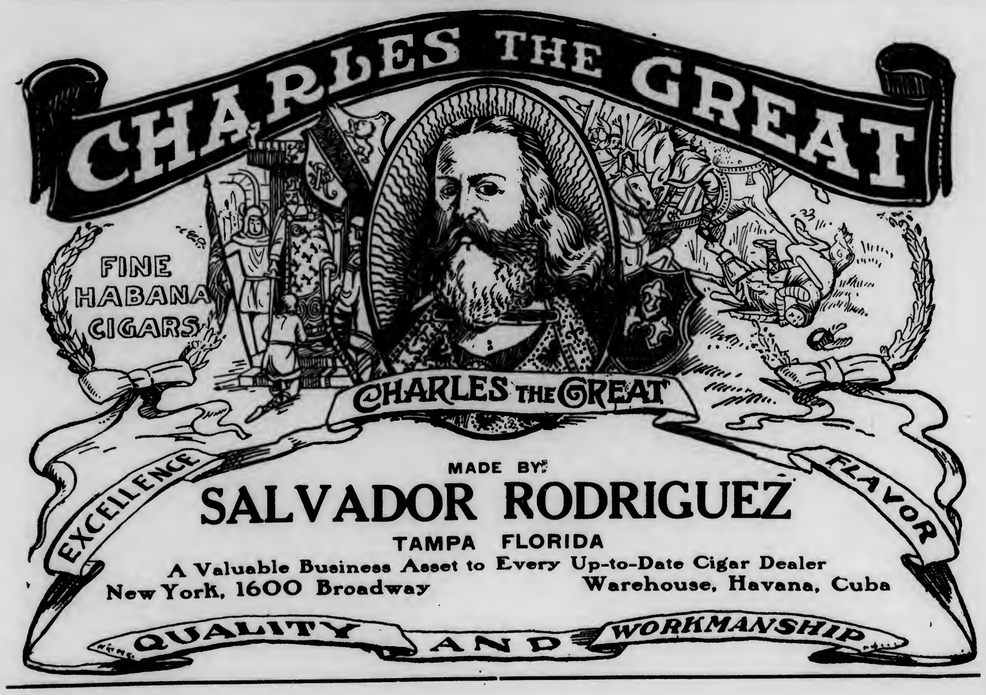

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Made and Guaranteed by

The Brunhoff Mfg. Co.,

Cincinnati, Ohio

Eastern Branch and Show Rooms
113 Maiden Lane, New York

INTENTIONAL SECOND EXPOSURE

EISENLOHR'S
CIGARS
PHILADELPHIA

Quality Paramount

CELEBRATED

H. UPMANN CIGARS

H. UPMANN
HABANA

Strictly Independent Manufacturers

CHAS. LANDAU

Sole Agent for United States and Canada

82 Wall Street - New York

Board of Trade Bldg., Montreal, Canada

Kings Club Cigars

Are ready for the test. Ready to prove their quality and trade-winning points. Every sale productive of a steady customer.

Kings Club
Clear Havana - Made in Tampa

¶ Tampa Hand Made
Finest Havana Tobacco

PEDRO CASTRO & CO.
TAMPA, FLA.

LOUIS G. SMITH & Co., 52 Beaver St. New York, Distributors

Best Quality Best Known

EDEN

The Cigar Without a Peer

Calixto Lopez y Cia
Habana

New York Office— 257 Fourth Ave.

"The House That Merit Built"

April 18, 1908, **BOLD** cigars first came into the Philadelphia market. A small two story dwelling was converted into a factory. Few people would then have dared predict that on

April 18, 1914, **BOLD** cigars would be known and sold in a major portion of the United States; that it would require three large modern factories to supply the demand; that **BOLD** cigars would be ranked as one of the largest selling brands in the country.

Merit and quality have wrought this truly phenomenal success.

"Above All"
Bold Cigars 5 Cents

BOBROW BROS.

Bold Factories

133 ARCH 114 S. SECOND 125 S. SECOND ST.

PHILADELPHIA, PA.

MURIEL

MILD HAVANA BLEND.
30 SIZES - ALL SURPRISES.

The Mildness of
~MURIEL~
Is Half the Story.
The Other Half
Is the Exquisite
Fragrance ~
These Qualities
Together are
Responsible
for their
Unusual Popularity.

P. Lorillard Co.
Jersey City
N. J.

Year after year
CREMO
maintains its popularity

The
mellowness
and smoothness of the
Cremo blend
suit the taste of a vast
number of smokers

Cremo CIGAR
5¢

OUR LATEST EFFORT

The best value ever attempted in a long filler Sumatra wrapper cigar

Statesmen MILD 5¢ CIGARS

THEY WILL SELL

JEITLES & BLUMENTHAL, Ltd.
PHILADELPHIA, PENNA.

COPENHAGEN

Chewing Snuff

We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

WEYMAN-BRUTON COMPANY
50 Union Square North **New York, N. Y.**

HONESTLY ADVERTISED **NOT MISLEADING**

LA SARAMITA

Broadleaf
Wrapped
Havana
Cigars

Real Havana
Tobacco
Skillfully Blended

Pre-eminent
by Comparison

THE SHIELDS-WERTHEIM COMPANY, Cleveland

EL AGUILA DE ORO
BOCK & Co

LA ESPAÑOLA FUEYO Y Cª HABANA
LA FLOR DE NAVES DE OBESO Y CUETO HABANA
LA FLOR DE MURIAS DE A. MURIAS Y Cª HABANA
LA COMERCIAL DE RENGOCHEA Y FERNANDEZ HABANA
A DE VILLAR Y VILLAR
LA FLOR DE HENRY CLAY JULIAN ALVAREZ HABANA
ESTELLA DE F F C HABANA
H DE CABANAS CARBAJAL Y CARBAJAL
LA MERIDIANA DE P.M.Y Cª HABANA FLOR DE MURIAS
LA INTIMIDAD DE ANTONINO CARUNCHO
AFRICANA HABANA
FLOR DE J.S. MURIAS Y Cª HABANA
Flor de J. S. Murias y Ca
LA FLOR DE CUBA EL M. VALLE Y Cª HABANA
MANUEL GARCIA ALONSO HABANA
SUPERIOR ROSE OF SANTIAGO LA HABANA DE PEDRO ROGER
LA FLOR DE YNCLAN DE F. YNCLAN HABANA
LA CAROLINA DE BANCES Y SUAREZ HABANA
LA CORONA

HENRY CLAY AND BOCK & CO. LTD.
HABANA, CUBA.
These BRANDS have long been recognised The WORLD Over as the Standard Values in fine
HAVANA CIGARS

SANCHEZ & HAYA CIGARS

Now Manufactured in Bond

Factory No 1

Tampa. Fla.

Under Government Supervision

Look for Bond Stamp on Box

(Facsimile of Window Card)

Inform Your Customers

Send for our colored window card announcing that old No. 1, Tampa, is now a bonded factory and that "La Flor de Sanchez Y Haya" cigars, carry with them, the Government guaranty, that nothing but pure Havana tobacco is used in their manufacture.

They have been leaders since 1867 and they will continue to be for generations to come.

SANCHEZ Y HAYA
Tampa, Fla.

Exact Fac-simile of the Government Stamps on Cigars, Cut Tobacco and Cigarettes, issued by the Government of the Republic of Cuba, according to the Law of July 16th, 1912.

THE ABOVE STAMP IS USED FOR CIGARS AND CUT TOBACCO

All manufacturers are compelled to affix these Stamps on all boxes of Cigars, packages of Cut Tobacco, as well as packs of Cigarettes which are manufactured by them, and which constitute an absolute guarantee to the smokers, that the Cigars, Cut Tobacco or Cigarettes contained therein, are of Genuine Cuban Origin, made by Expert Havana Cigarmakers and Tobacco Workers.

THE ABOVE STAMP IS USED ON ALL PACKAGES OF CIGARETTES

The COLOR of THE ABOVE STAMPS is GREEN.

M. E. Canle, 156 Water Street, New York, Representative for the United States, of the Union of Manufacturers of Cigars and Cigarettes of the Island of Cuba, is duly authorized to prosecute any falsification, or colorable imitation of the above stamps by law with the assistance of the Cuban Minister at Washington.

BACHIAS
Havana Cigars

For Men of Means

Renowned for Uniformity

IDENTIFIED BY THE GREEN AND GOLD BAND

R. A. BACHIA & CO.
47 West Sixteenth St. New York

10c. **GENUINE** 15c.
HENRY IRVING HABANA SEGARS

Made in the honest old-fashioned way by

John W. Merriam & Co.
139 Maiden Lane
New York

E. H. GATO CIGAR COMPANY

FOR FORTY YEARS THE STANDARD

By Which Clear Havana Cigars Are Judged

Write for Open Territory
Factory: Key West, Fla. New York Office: 203 W. Broadway

"44" Cigar Co. Philadelphia

Havana Warehouse
Monte 167

Telephone
John 1942

M. LOPEZ & CO.
Formerly of
CALIXTO LOPEZ & CO.

Packers and Importers of VUELTA ABAJO TOBACCOS
90 Wall St., New York

THE NEW GLASS CIGAR BOX LID

Is far in advance of the Old style clumsy metal frame, many times out of proportion in size, weight, bulk and looks.

Many Dealers refusing to place them on their counters, compelled us to condemn these **Antiquated Lids,** after securing many patents and making over 2,000,000 the past 15 years.

The Efficiency and Practicability of the New Lids

are the greatest factors that lead to bountiful sales and satisfactory results. The **Distinctive Originality and Superiority** of the **"Steel Wire Edged Glass Lid"** is creating wonderful interest by its simplicity and strength, while the neat and refined display creates a cheerful and appetizing taste to smokers.

The bulky cheap metal framed lids, create a dull and shoddy atmosphere and depress sales in any store. We still make them at reduced prices for those who want them.

Smart and Progressive Dealers discard the clumsy devices from their counters to adopt the new **"Classy Lids"** and display them effectively, predominately and profitably.

Send for Discriptive matter, prices, etc.

P. A. BECKER CO., 132 Cumberland Street, Brooklyn, New York Est. 1891

DIAMOND JOE
TRADE MARK
CIGAR FACTORY
ESTABLISHED 1860

BEST THAT SKILL, ENERGY AND MONEY CAN PRODUCE

H. FENDRICH, Maker, EVANSVILLE, IND.

5c CIGAR

In a Class With the Melons

5c.-Rocky Ford Cigars-5c.

Delicious Flavor
Made at our Newark, N. J. Factories

We also manufacture at our several factories located at Pittsburgh, Pa. the celebrated

[Pittsburgh "FAMOUS" Stogies]

The jobber's biggest asset in the 2 for 5c. line.

Our 2 for 5c. and 3 for 5c. lines of CIGARS and STOGIES are so extensive that space does not permit mentioning

Write for full information and prices

UNION AMERICAN CIGAR COMPANY
28th and Smallman Sts. Pittsburgh, Pa.

Graham Courtney

HAVANA CIGARS

They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company

135 West 42nd Street, New York

F. RODRIGUEZ Y CA. San Miguel 85, Habana, Cuba.

Manufacturers of the celebrated
"ELITE" Habana Cigars.

MAX SCHATZ
82 Maiden Lane New York

Sole Representative for United States and Canada.

Fifth Avenue Cigarettes

The Union Made Cigarette of Quality
Bearing Union Label

Ten cents per package of ten. Mouthpiece, Cork Tip, Plain

Live Distributors Wanted

I. B. KRINSKY
207 North 4th Street . . . BROOKLYN

The Standards of America:

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts
Strong, Salt, Sweet and Plain Scotchs

MANUFACTURED BY

GEORGE W. HELME CO., 111 Fifth Ave., New York

G. S. Nicholas & Co.

41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

GREATEST SUCCESS IN HABANA'S CIGAR HISTORY

ROMEO Y JULIETA

RODRIGUEZ, ARGUELLES & CO.

A Success of Quality

THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD

U. S. Representative: Wm. T. Taylor, 93 Broad St., N.Y. City.

CORRESPONDENCE SOLICITED

JUST THINK-5¢ BUYS A
LA FAMOSA
EQUAL TO ANY MILD 10¢
CIGAR

E. Kleiner & Co., Makers, New York

THE KEY WEST CIGAR FACTORY — WEST

THE
Key West Cigar Factory
Factory No. 413, KEY WEST, FLA.

Office and Salesroom:
43 to 47 W. 33d St., New York

HAVANA CUBA CIGARS

Vuelta Abajo "Castaneda"

CARDENAS & CO.

Main Offices and Factory: 102 Galiano Street Havana
London: 114 Grace Church Street
New York: 3 Park Row

DAVE ECHEMENDIA, U. S. Representative

T. J. DUNN & CO.

Makers of

The New Bachelor Cigar

401-405 E. 91st Street, New York

BAYUK BROTHERS

"HAVANA RIBBON"

FIVE CENT CIGAR

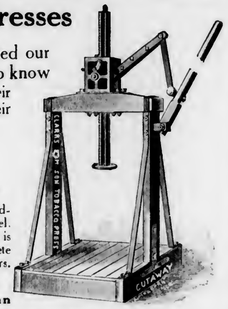
PHILADELPHIA

Good Tobacco Presses

Tobacco packers who have used our presses for many years, and who know exactly what they are, go out of their way to show and recommend to their friends the

Cutaway CLARK

Samson Tobacco Press



This press is made of carefully selected hardwood, stoutly braced and bound with steel. It gives tremendous pressure; it is durable; it is easily handled Write us today for complete description. Ask for names of a few users.

THE CUTAWAY HARROW CO.
948 Main Street Higganum, Conn

Maker of the original CLARK disk harrows and plows

EL GENIO

Clear
Havana
Cigars

Made in Tampa, Fla.

P. Verplanck & Co.
263 Fourth Ave. New York

DEALERS!

Do you realize that it is a fact that when a smoker of imported cigars wants a milder smoke or a more economical one (as many of them do just now), he buys a good imported Porto Rican

SAVARONA

These imported SAVARONAS, like the imported Havana cigars, are made up in the district where the tobacco is grown. The cigars are packed and shipped over seas, and subjected to the same conditions as the imported Havana, except that they pay no duty. The result is great similarity between imported SAVARONAS and imported Havana, the SAVARONA having the advantages of mildness and the price less than half for the same sizes, because they pay no duty.

Remember there is no other Porto Rican cigar in the same class with SAVARONAS. They are made of genuine Porto Rican tobacco from the best districts, and it makes all the difference in the world where the tobacco comes from.

They suit the same class of smoker. Prove it yourself by putting in SAVARONAS and getting your "imported" smoker to try them. YOU will make MORE MONEY if you do, and your CUSTOMERS will SAVE MONEY.

CAYEY-CAGUAS TOBACCO COMPANY, Incorporated

PINE AND WATER STREETS - - - - - NEW YORK

AFTER MAY 1st. No. 152 WATER STREET, CORNER MAIDEN LANE

"Easy carrom, old top!"—
Over your billiards
Try LUCKY STRIKE.
You can bank on this:
All who know *real tobacco* when they smoke it,
Smoke LUCKY STRIKE.
LUCKY STRIKE won't "balk."
It "follows" you can "draw" well with it.

LUCKY STRIKE

ROLL CUT TOBACCO

is the one premier smoke for all men, whether billiard players or not. If you like a rich, yet mild, tobacco—if you like it in a pipe or a cigarette—if you like a smoke that has a sound, reliable, mellow, *real tobacco* taste to it —LUCKY STRIKE is your tobacco.

Fastidious judges of tobacco have for over forty years proclaimed LUCKY STRIKE'S pre-eminence. A wonderfully old Kentucky Burley, redolent of Nature's own sweet fragrance, ripened in golden sunshine, aged until flavor-perfect—LUCKY STRIKE is the grand old leader of them all.

For cigarettes: the new Roll Cut form is especially made so as to crumble easily into a compact, firm roll—no humps or bumps and no clogging—a free, easy draught.

In 5c and 10c tins—in 50c and $1.00 Glass Humidors

THE AMERICAN TOBACCO COMPANY

This Ad. Appears in the Big Standard Magazines

Take advantage of this tremendous and effective advertising we are doing on LUCKY STRIKE Tobacco.

Mr. Dealer, you can certainly drive the dollars of new customers into your store by supplying this big favorite to a positively increased demand.

There is a logical and practical way for you to do this too. Link up with this advertising by pasting a few of these ads. on your window and put in a window display of real, live advertising material we'll furnish you free of cost.

By doing this you will compel a wholesome earnestness to buy LUCKY STRIKE at your store. This, Friend Dealer, brings you a new high-class trade that will stick and stay with you, too. Try it!

A Needless Expense

The payment of $1.85 per pound duty on your wrapper IS A NEEDLESS EXPENSE IN YOUR BUSINESS when you can obtain wrappers of such *high standard* and *merit* in BURN, QUALITY and YIELD as our

American Sumatra Wrapper

Don't lose valuable time if you want to make your business profitable for 1914.

Our Customers are already convinced. Let us convince you?

American Sumatra Tobacco Co.

131 Water Street, New York

MADE IN BOND

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

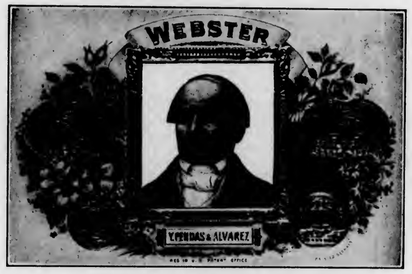
V. Guerra, Diaz & Co., Tampa, Fla.

Established 1867

Our Motto "Quality"

Y.PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA. HAVANA CUBA

T&O COMPANY MAKERS

Wm Penn

10c. Cigar

Good Thru' & Thru

THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
Offices: 1020 SECOND AVE.
New York City

S. Loewenthal & Sons
123 Maiden Lane
New York

¶ Importers of Havana and Packers of Leaf Tobacco.

One of the largest packers of shaded tobacco in the world

FLORIDA GEORGIA CONNECTICUT

M. MELACHRINO & CO., Inc.

EGYPTIAN CIGARETTES

You Cannot be Mistaken if You Stock the Easiest Sold Cigarettes

M. Melachrino & Co., Inc., are purveyors and supply all the Courts, Embassies, 120 Clubs and 360 Regimental Messes throughout Europe

GRAND DEPOTS OF M. Melachrino & Co., Inc. { London, 8 Regent St., S. W. Capetown, South Africa Calcutta, 10 Government Place Alexandria, Rue Cheriff Pacha CAIRO, Head Office and Factory Hamburg, 18-20 Grosse Backerstrasse

AGENCIES IN THE PRINCIPAL CITIES OF THE WORLD PRICE LIST UPON APPLICATION

214-216 WEST 47th STREET, NEW YORK

THE TOBACCO WORLD

Vol. XXXIV. PHILADELPHIA AND NEW YORK, APRIL 15, 1914. No. 8.

UNITED STATES BONDED CIGAR FACTORIES IN NEW YORK DISTRESSED

Ruling That They Cannot Use "Spanish Method" Label on Cigars Made by Team Work—Tampa Manufacturers Object to New York Factories' Labels —Treasury Department Apparently Sides With Complainants

(*Special to "The Tobacco World."*)

NEW YORK CITY, April 13.

A BITTER fight will be waged by the manufacturers of clear Havana cigars in New York who wish to take up the advantages of the Factory Bonding Provision of the recent Underwood Tariff Bill. Up to date, only two factories in New York City have placed themselves in bond. These two are the Guedalia & Company, 403-405 East Sixty-second Street, and the Crest Cigar Company, Inc., 401 East 124th Street, and after going to the expense of complying with the provisions of the law the manufacturers are confronted with a most serious problem concerning the rulings of the Treasury Department on the character of a stamp to be placed on their boxes. The Underwood bill was particularly vague on the details of the cigar factory bonding and left many of the vital points to the discretion of the Treasury Department. Guedalia & Company, acting upon the first rulings of the department, went into bond. The official stamps which the Treasury Department had adopted originally were thoroughly satisfactory to them, but after they had made about 150,000 cigars a change took place in Washington concerning the wording on the boxes in reference to the method of manufacture of certain grades, and a new ruling was issued which provided that any goods not made by hand in every detail by an individual cigarmaker must bear on the stamp "Team Work."

Naturally, a connoisseur would look askance at a brand labeled in this manner. As is well known in the trade, a large percentage of the cigars made in New York, where the price of labor is considerably higher than in the Southern cities, is made by two men working together, one of the men making the bunch and handing it to the other, who puts on the wrapper. By this method a larger output is obtained and thus the increase in the cost of labor is offset. It is claimed by the Tampa manufacturers that in the team work method, a cigar mould or paper, or clip or some other device is used in the making of the cigars, and that the use of these devices does not warrant the manufacturer in labeling their goods hand-made. The New York manufacturers dispute this contention and claim that their clear Havana cigars are not fully made by hand, but that the bunch and wrapping is absolutely according to Spanish methods and that no discrimination should be made in the labeling of their goods when they are made by team work in bond.

The New York manufacturers have expressed a willingness to leave out the term "Spanish method," but they do demand that they be permitted to use the phraseology "long Havana filler without binder and strictly hand-made," and they are fighting to obtain this concession, contending that

(*Continued on Page 22*)

END ALLEGED TOBACCO MONOPOLY BY ADOPTING OPEN MARKET POLICY

P. Lorillard Tobacco Co. First to Advertise New Selling Plan—American Tobacco Company Follows With Similar Announcement Today—R. J. Reynolds Company Also Expected to Make Public New Policy.

(*Special Dispatch to "The Tobacco World."*)

NEW YORK, April 14, 1914.

FOLLOWING closely the announcement made last Sunday in the newspapers by the P. Lorillard Tobacco Company, that they would sell to any wholesale dealer in tobacco products any of their brands, the private and controlled ones excepted, the American Tobacco Company will tomorrow, April 15th, mail a circular letter, declaring a similar intention, to all tobacco jobbers in the district bounded by Stamford, Conn., on the north, and Trenton, N. J., on the south. This is the district in which the Metropolitan Tobacco Company formerly held jobbing privileges that were objectionable to the Government.

The Liggett & Myers Company, it is said, broke away from this practice about two years ago. It now remains for the R. J. Reynolds Company to adopt the open market policy —a plan which it is expected to embrace within the next few days.

When the Government began its effort to rectify the evils which are said to exist in the jobbing trade, it first considered the possibility of dissolving the Metropolitan Company. This plan, it was feared, would force the tobacco companies to retaliate by selling direct to the retailer at prices which the independent jobber could never hope to meet.

President Hill, of the American Company, said today that his company would not adopt such a plan, but would continue to distribute its products through jobbers.

It was said tonight that the tobacco companies would probably not alter their methods of doing business in any other essential details. Whether this will satisfy the Government is not known.

It was announced by a Government representative, that there will be no need of further conferences. According to those in a position to know, this does not mean that the Government has placed its stamp of approval on the course taken by the tobacco people or that the Government authorities have definitely decided to call off the contemplated Sherman law action.

Another meeting of the various interests was held on Monday last at which attorneys were present representing the American Tobacco Company, Liggett & Myers Tobacco Company, P. Lorillard Company and the R. J. Reynolds Tobacco Company, as well as the Metropolitan Tobacco Company with U. S. Attorney Marshall and the move of the Lorillard Company at that time, we judge, was thoroughly discussed, but none of the details of the conference were given out by any of those present. A well-posted man in the trade says that the whole crux of the situation is what shall be done with the Metropolitan Tobacco Company.

(*Continued on Page 22*)

A Handsome Display of "Originator" Cigars

This display of "Originator" cigars, made by E. M. Schwarz & Company, appeared recently in one of the windows of the Max Roth Cigar Company's store, located at 115 West Sixth Street, Los Angeles, Cal. Many smokers were attracted to the store by this excellent display and as a result sales of "Originators" jumped to a new mark.

Reading

Business Conditions Below Normal—"Courtello" Cigar Making Big Gains—"Steber" Factory Busy—"Rose-O-Cuba" Brand Far Ahead of Last Year's Record Sales

READING, PA., April 11, 1914.

WHILE the larger factories continue busy, there is a lull in the orders with the smaller manufacturers, and a number of them have reduced their hands to a minimum number. On the other hand, the big firms, who are continually advertising, find themselves busy trying to catch up on back orders. Persistent advertising keeps the factory busy in a dull season as well as in the prosperous months.

John J. Seiz has filed a bond for $500 with Deputy Revenue Collector Cranston for the opening of a cigar factory at 834 North Twelfth Street.

John G. Spatz, of John G. Spatz & Co., is expected home from the New England States about the twentieth of this month. Business on the "Heidelberg" brand continues good and "repeat" business is keeping the cigarmakers busy.

D. F. Fleck, manufacturer of the "Courtello" nickel cigar, has recently returned from a trip through Ohio, Indiana and Illinois. Mr. Fleck states that he succeeded in opening a number of very desirable accounts and adds that "Courtello" is going bigger than ever this year. April 8 marked the third anniversary of his signing the lease for the property at 815 Court Street. In the short time that has elapsed the growth of his business is considered unusually remarkable.

C. B. Kutz, manufacturer of "Bard of Avon" and "Soul Kiss" cigars, has returned from a short trip through the state in the interests of his brands. The factory is now located at 133 North Third Street.

C. C. Roland, whose factory is now located at Schiller and Division Streets, has returned from a trip to the Coast in the interests of his "Goose-Bone" brand. He will shortly leave for an extended trip through Ohio and Indiana.

F. A. Steber, of F. A. Steber & Son, has been spending a few days in Warren, Pa., where he formerly manufactured his brands. "Steber," the leading brand of the concern, is holding up well and "duplicating" business keeps a large number of hands busy at the tables.

J. U. Fehr & Son, leaf dealers at 135 Maple Street, report business good. This firm has recently opened a warehouse at Trotwood, O., about 12 miles from Dayton, and are packing at that location "Dutch Zimmer," "Gebhart" and "Graham."

The Fleck Cigar Co., manufacturers of the well-known "Rose-o-Cuba" brand, report that for the first three months this year the orders have exceeded the same period in 1913 by more than one million cigars. George Parker, Philadelphia distributor, has been sending in "repeat" orders to the factory, and is doing a very pleasing business. D. D. Sulkis, Western representative, is now in New York State doing some display work for several of the firm's jobbers.

NEVERSINK.

To Establish Cigar Factory in Talladega, Ala.

Talladega, Ala., has been assured of a cigar factory. W. O. Johnson, a former Key West cigarmaker, will establish a factory in that city shortly. In fact, he expects to begin manufacturing in a few days, as soon as the materials arrive. The factory will be located in the Baker & Johnson Building.

UNITED PROFIT-SHARING CORPORATION FORMED TO ISSUE COUPONS FOR CHAIN STORES AND OTHERS

To Have Authorized Capital of $350,000—John F. Whelan Elected to the Presidency—Stock to be Distributed to Holders of United Cigar Stores Stock

(*Special to "The Tobacco World."*)

NEW YORK CITY, April 11, 1914.

JOHN F. WHELAN was elected president of the United Profit-Sharing Corporation, which is to sell coupons to the United Cigar Stores Company, Riker-Hegeman Company and others. The corporation has $350,000 capital in $1 shares. A syndicate has underwritten 316,890 shares. Common and preferred shareholders of record April 20, have the right to subscribe to the shares.

The United Cigar Stores Company is sending out the following letter to stockholders:

"The United Cigar Stores Company has deemed it advisable to separate the profit-sharing department of its business, and in the future will carry on that department partly by issuing and redeeming in some places its own coupons and certificates, but in greater part by delivering to its customers coupons and certificates issued by a new corporation, which has just been organized under laws of Delaware, known as the United Profit-Sharing Corporation.

"The new company will have an authorized capital stock of $350,000 divided into 350,000 shares of par value of $1 each.

"The new corporation will redeem coupons and certificates which are so issued and will also offer to redeem coupons and certificates issued by the United Cigar Stores Company, in all cases subject to such limitations as imposed by law. The same high standards which have been maintained by the United Cigar Stores in operating and conducting its own profit-sharing department during the past thirteen years will be continued and constant effort to improve them will be made by this new corporation."

When asked if the object of the new company was to do away with the possibility of interference with the coupon business of the United Cigar Stores Company by adverse legislation in Washington, Mr. Whelan denied that the organizers of the company had any such intentions.

KNICKERBOCKER.

Eisenlohrs Again Victims of Theft

Believing the payroll for the week to be reposing in the safe, burglars last week effected an entrance to the cigar factory of Otto Eisenlohr & Brothers, on Franklin Street, Boyertown, Pa., and with the aid of nitro-glycerine blew open the safe, from which they extracted $200 in cash and $900 worth of cigar stamps. The theft which occurred about 1.30 A. M. is the second which has taken place within the past year, the first having transpired October 29th, last, when a robber, having solved the combination of the safe, succeeded in getting away with $600. Six armed men are said to have been connected with the latest robbery.

"Arizona Club" to Invite Attention

Realizing the value of the natural conditions prevalent at Phoenix, Ariz., Louis Lewkowitz, well known in this place, has decided to embark in the manufacturing game himself and will shortly put a brand on the market under the title of "Arizona Club." Mr. Lewkowitz is a born optimist and in a recent statement is quoted as saying that "tobacco conditions in both Cuba and the United States are better than they have been since 1905, and the growers are enthusiastic over the quality and quantity of the crop now being produced."

UNITED CIGAR STORE INTERESTS MAY ESTABLISH CHAIN OF RETAIL STANDS IN BRITISH ISLES

Chain Store System to Start About June 1st—Independent From American Company—Whelan is Interested

NEW YORK, April 13, 1914.

FOLLOWING close upon the announcement recently made in London, by George J. Whelan, president of the United Cigar Stores Company of America, that the interests allied with him were contemplating a chain of retail stores throughout the British Isles, comes a definite announcement last week from Charles A. Whelan, from the United Company's headquarters on West Eighteenth Street, that arrangements had all been perfected for the early registration of the proposed new company in England and that attorneys hoped to have the articles of incorporation filed by the first of June at the latest date. This eventually disposes of the many rumors which have been afloat for several years past, as to whether the United Cigar Stores Company would attempt to batter down English conservatism and introduce into the United Kingdom, the methods which have made the Shield stores the big success they are in the United States. Time and again reports have been issued to the effect that the United of America had bought the Baker chain stores and other similar enterprises in Great Britain. None of these ever bore the stamp of authority.

The new corporation will probably be known as the British and Colonial United Cigar Stores Company, though this point has not yet been definitely decided, and some of the parties interested favor the United Cigar Stores of Great Britain. It is, however, an assured fact that the stores will be opened and conducted precisely along the same lines as the United stores are in the United States, and while the British company will be a separate corporation, the directing minds will be practically the same as those back of the parent concern and American capital will finance the project.

In opening the stores in Great Britain, the Whelan interests accomplish a plan which has been under serious consideration for a number of years, and George J. Whelan, especially, if the venture proves a success, which is prophesied, will consider it one of the most noteworthy features of a career which has been marked with the doing of big things.

As far as London is concerned, the prediction is made that the United stores will have a hard battle to secure anything like the preponderance of retail business which they control in large cities like Philadelphia, New York, and elsewhere in the States, for it must be conceded that the British tobacconists, as a body, conduct a higher class grade of retail shops in the big cities, than we are accustomed to in the United States, and this, without disparagement to our home business. Hence, with the field in many sections adequately covered and the difficulty of obtaining the choice sites for shops, the entrance of the United Stores into British circles will be watched with more than passing interest.

Who Wants a Tobacco Representative in Turkey?

We are in receipt of a letter from a subscriber who desires to represent an American tobacco firm in Turkey. The correspondent states that he has lived for many years in Smyrna and that he speaks fluently Greek, Turkish and French. He adds that he is able to give a money guarantee if he can secure the proper connections.

Should anyone reading this notice be interested in securing a representative for Turkish tobacco, we will promptly put the parties in touch with the correspondent, if they will address this office.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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It's only a matter of a few days now when Secretary of State Bryan will be confronted with the question of the re-adjustment of our Reciprocity Treaty with Cuba. As is well known, under the present terms of the treaty, Cuba received a drawback of twenty per cent. on all cigars and tobacco which they export to the United States, and they also have a reduction on the rates of their sugar, for which concessions the United States Government receives a similar rebate on her products entering Cuba.

What Will Bryan Offer?

Under the terms of the recently enacted Underwood bill, the preferential duties on Cuba sugar are of course wiped out and any country can send their sugar products to the United States on the same basis as Cuban sugar. The only advantage to Cuba, with the exception of the duty on Cuban tobacco, is thus lost to that country, and it is therefore a safe surmise that as soon as the new sugar schedule becomes operative the Cuban Government will perforce abrogate the reciprocal treaty, which they can do at their pleasure.

Then will arise a condition which will give Secretary Bryan a lot of serious thought if he wishes to renew the treaty and secure to the United States the inside benefits of the Cuban market. The imports of Havana cigars into the United States, as well as the imports of Cuban tobacco, will by no means offset the big loss of the United States as a sugar market, and it is quite possible that the Cuban government will put up a strenuous demand for a big reduction on the duty on tobacco and Havana cigars.

It is pointed out by a keen economic student that even if the Government should take so radical a step as to meet the requests of the Cuban Cigar Importers' Association on the matter of duties on Havana cigars, even this big advantage to the Cuban cigar manufacturers would not offset the sugar proposition.

The outcome of the situation will be watched with deep interest by all American clear Havana cigar manufacturers, as well as by our Cuban brethren.

* * *

The demands of the independent jobbers, that the alleged monopoly of the Metropolitan Tobacco Company in the district between Stamford, Conn., and Trenton, N. J., be broken up, has received the careful attention of the Government, and the latest reports indicate that the matter is being satisfactorily adjusted. The concerns involved in the Government investigation were the P. Lorillard Company, the American Tobacco Company, R. J. Reynolds Tobacco Company, and Liggett & Myers.

Tobacco Companies Meet Government Demands

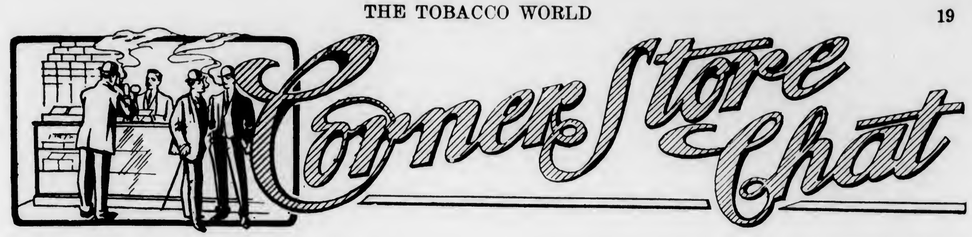
The first two firms have already indicated that they are willing to deal with all jobbers on an equal basis, while a similar announcement is expected from the R. J. Reynolds Tobacco Company. It is stated that Liggett & Myers discontinued exclusive dealings with the Metropolitan Tobacco Company more than two years ago, so that their position will remain unchanged.

The Government has not yet stated whether this arrangement meets with their entire approval. The Metropolitan Tobacco Company still remains, and it is probable that the future actions of the Government officials will be guided largely by the movements of the Metropolitan.

The jobbers are now placed in a position where they can secure the goods of the big companies on an equal basis. They will have to push their brands in order to maintain the accounts, and their failure to do so may lead to business being done direct with the retailer, although announcement has been made that no such plan is considered. However, it is reasonable to assume that the distribution of the brands must be kept up, and especially in those cases where they are extensively advertised.

If the big concerns are precluded or are prevented from having one exclusive distributing jobber, there is nothing in the law or practice which would prevent them from dealing directly with the retailer, if they so elect, and if the general jobbing trade fails to push their products as they desire.

If such a contingency should arise the independent jobbers would be in a worse position than they are today. It is palpable that the big corporations with their tremendous expenditures of money for advertising and distribution of new brands must get distribution, and if the independent jobbers do not give it to them transactions between the big companies and the retailers are almost sure to follow.



I WAS returning from Florida recently, and much to my surprise found that the only other occupant of the smoker was a young Englishman, very much occupied with his own interests.

As all my friends know, I am a lover of a good cigar, and before entering the train at Key West I supplied myself with a goodly number of first-class domestic cigars.

After having read until I scarcely knew whether I was reading Kipling or Robert Chambers, I decided to vary the monotony of the journey by learning from my fellow-traveller his impressions of American winter resorts.

My efforts to carry on a conversation failed miserably, so resigning myself to the inevitable, I lighted a perfecto, and was enjoying to the full the fragrant weed, when I was surprised to see the colored porter bowing and smiling in front of me.

"Did you ring, suh," he queried.

"Must have been our English friend," I replied.

The porter hastened to learn the wishes of his patron, and a close observer might have noticed a peculiar twinkle in his eyes when the Englishman demanded some of the best "imported Key West cigars you have."

The porter returned shortly with several well known brands of Key West cigars, which he displayed in true Southern style.

"Are these imported Key West cigars," demanded the son of John Bull.

"No, suh," said the porter, "I have no imported Key West cigars."

"Well, did I or did I not ask for imported Key West cigars," exploded my fellow-passenger.

"'Deed you did, suh, but——"

"Very well then, imported Key West cigars are what I want."

The request was so unusual I thought it about time I had an ante, so leaning over the seat I volunteered the information that there was no such thing as imported Key West cigars.

This information was received with typical English hauteur, but what followed is the reason for this story.

"But when I go to my club in New York and ask for imported Key West cigars, do they tell me that I am a damn fool?"

"No," I replied, "they don't tell you, but they know it."

If you think this story is not true, ask my good friend Alfred J. Keppelmann, of Philadelphia.

* * *

While in England a short while ago, I had occasion to spend a few days with an American friend of mine in Chiswick, just outside of London, and as a result of some cigars that were passed out after dinner, I learned a trick that may prove of benefit to some other married men with marriageable daughters.

This friend has been established in England only a few years, and while he has met with success he is not to be classed as wealthy. It was therefore with some surprise that I found that he was giving me imported cigars that retailed for one and two shillings, to smoke after dinner.

After the third night, as we knew each other intimately, I approached him on the subject and in a roundabout way asked him how he could afford to smoke and pass out such expensive cigars. He laughed and said: "I have expected you would be asking me that, and I am going to tell you, for it is a joke on our daughter's young man who calls two or three times a week. He's an agent or something for a big firm of cigar importers, and generally has his pockets full of their best samples. Well, after we go to bed and the lights are turned down he takes them out of his pockets and puts them on the mantelpiece—to keep them from getting crushed, I suppose. Then, when it comes to leaving, between the desire to skip out without making any noise at such a late hour and the pain of saying good night to our daughter, he forgets all about them. I tell you, our daughter has been a pretty heavy expense, but she's sort of paying for herself now."

* * *

When I was in college some twenty years ago, one of the quietest and yet most forceful men with whom I came in contact was a tall, strapping, red-haired fellow, Henry W. Thornton by name. He was an able student in the course of engineering, made one of the best centre rushes on the Penn football team who ever played for his Alma Mater, and when out of the classroom was a constant cigarette smoker. Since graduation, Mr. Thornton has become a big figure in the railroad circles of the world, and no one was surprised recently when a committee of distinguished Englishmen came over to the United States and selected this comparatively young man to go to England as the general manager of the Great Eastern Railway system which has been dying of dry rot."

Thornton had already the Long Island Railroad system, which was a joke line, and made it a splendid property and a worthy child of the marvelous Pennsylvania organization.

His advent into English railroad circles has been watched with more or less suspicion and perhaps jealous unfriendliness, and I was immensely amused the other day to read that thus far the only unkind criticism which they were able to bring against him in London was "that he persisted in smoking cigarettes during business hours," which was directly in contradiction of the old English methods which had prevailed in the company's offices. Five years from now, we venture to predict, that the Englishmen will be sending for some more cigarette smoking Americans of the Thornton type.

THE ONLOOKER.

Pittsburgh

Alleged Tobacco Thieves Arrested—May Drug Company Takes on "Reynaldo" Cigars—"Camp" Cigarettes Are Well Placed in City—Larus Brothers Working City on "Edgeworth" and "Qboid"

PITTSBURGH, PA., April 9, 1914.

AS the Lenten season is about over business is starting to improve, as many people who stop smoking during Lent are again buying their favorite brands.

L. K. Black, for fifteen years West Virginia representative for the R. & W. Jenkinson Company, now the Bock-Stauffer Company, was made general sales manager of this company. F. J. Kelly succeeds Mr. Black in West Virginia.

On April 0th at 9.30 A. M. two young men made an attempt to rob the Siller-Narten-Barnes Company of 75,000 cigarettes. One of the young men went to the third floor of the company while the other was waiting outside with a horse and wagon. One of the Siller-Narten-Barnes Company employees, hearing the noise on the third floor, which is unusual at that time of the day, went up to investigate and found the young man wheeling three cases of cigarettes to the elevator. The police arrested him, but his confederate, becoming suspicious of the long absence of his pal, took flight and escaped. The one arrested gave his name as John Smith, twenty-two years old, of Cleveland, O., but the police found out later that his right name is John Sullivan, of Cleveland, O. The B. & O. and P. R. R. Company detectives have been looking for these men for sometime past, as they took cases of cigars from the railroad platforms. A few weeks ago L. Goldsmit, Brother & Company had 6000 "Tom Keene" cigars stolen from their sidewalk and the Siller-Narten-Barnes Company had cigarettes to the amount of $150 taken.

Clarke Painter, representing the Barrington Tobacco Company, of Norwalk, Conn., is introducing a new twenty-five-cent cigarette put up in a very nice package.

H. D. Morgan and F. E. Everett, representing Liggett & Myers Tobacco Company, are working the down-town trade with the No. 1 package of "Picnic Twist" tobacco.

F. I. Clemens, of the Park Building Cigar Stand, reports a very nice business on "Savarona" cigars. Mr. Clemens also handles the "White Heather" cigar, made in the Cuesta-Rey factory.

Mr. Sheenan, of Toledo, O., representing P. Lorillard Company, with a crew of six men, is introducing "Stag" tobacco.

A. R. Clark, of Pittsburgh, assisted by Mr. Wilkinson, representing P. Lorillard Company, are putting in many fine window displays in the down-town section on "Helmar" and "London Life" cigarettes.

Dave Achenbach, of Bayuk Brothers, Philadelphia, is in town in the interest of "Havana Ribbon" cigars. Siller-Narten-Barnes Company are distributors for this brand.

C. E. Peters is working the down-town section in the interest of "Rose De Vall" cigars, one of the new P. Lorillard brands. This cigar is taking very nicely with the dealers. T. C. Jenkins are the distributors.

O. K. Parker, of the American Tobacco Company, is working very strongly on "Bull Durham" tobacco. Mr. Parker had a young man in the window of C. J. Moye & Company, Sixth Street, showing the public how cigarettes should be rolled. The crowd was so large that the police made them discontinue this kind of advertising.

Reymer Brothers, Fifth and Wood, are featuring "Partagas" and "Sanche & Haya" cigars.

C. A. Gibbs Company just received a shipment of "Lozanos" made-in-bond and are displaying same in their windows.

Bob Ellis, of L. Goldsmit, Brother & Company, was highly commended on the way he introduced the "Little Barrette" cigars in Pittsburgh. They delivered them in two large moving vans decorated very nicely. They have placed them in nearly all of the down-town stands.

The May Drug Company have taken on the "Reynaldo" cigars, distributed by Arnheim-Herz Company, of Pittsburgh. This cigar is made in Philadelphia by Luckett, Luchs & Lipscomb. With the assistance of the nine stores of the May Drug Company they should have a nice success.

The Hotel Henry Cigar Stand is doing a very nice business. Chas. Boyle, with his fair assistant, are some hustlers and are very well liked by the patrons of the hotel. Among the brands carried in this stand are "El Versos," "Girards," "Gatos," "Cuesta-Rey," "Webster," "Cortez," "Solace" and "Van Dyke." They also carry a full line of imported cigars.

R. S. Sugden, representing the Cump Importation Company, of New York, has been in town the last two weeks introducing the "Camp" cigarettes. He has place them in the following well known stands: Henry, Newells, Antler, Afco Cigar Company, A. L. Kidner, Colonial Hotel, Monongahela House, Matt Weiss, Ft. Pitt Hotel and Duquesne Club.

T. A. Kinney, of Franklin, Pa., had his opening day of his new store on Saturday. The store is a handsome one and is fitted up with all of the latest and modern fixtures. A great many attended the opening and all received a handsome celluloid match box and a free cigar.

Fear Tobacco Firm's President is Suicide

ALL efforts of the police of Wilkes-Barre to locate Russell Uhl, president of the Penn Tobacco Company, one of the largest independent concerns in the country, have failed. It is believed that he committed suicide, as his clothing was found on the river bank. The Susquehanna River has been dragged without locating the body.

On April 3rd the missing man called his counsel and family together and dictated his will. He retired at midnight and was apparently in good spirits. He was heard to leave the house on April 4th about 5 A. M., which is the time he usually went over to the factory. However, he failed to appear at his desk and a search revealed his hat, coat and overcoat on the river bank near his palatial home. Uhl recently remodeled his home at a cost of more than $50,000 and was regarded as one of the wealthiest men in the community.

The Penn Tobacco Company is capitalized at $1,000,000. They recently erected a splendid new factory at Wilkes-Barre, Pa., costing $250,000. It has not been occupied a year. The stock of the company has been looked upon as a lucky investment, and it is said that several offers have been made the company for its business. The directors of the company insist that the books of the corporation are in excellent shape and that there was no cause for such action as Mr. Uhl is believed to have taken.

Mr. Uhl underwent an operation several months ago and had not been in good health since.

New Midget Cigar Store

G. A. Dersch, of the Midget Cigar Company, has removed from the store on Fulton Street to the new quarters he has recently secured at 117 South Adams Street, Peoria, Ill. The new store is up to the standard of the Midget stores and with its new fixtures is one of the finest cigar stands to be found in that section.

F. Harrower, of the Penn Tobacco Company, assisted by a crew, are working the Pittsburgh district on "Penco" and "Sterling" tobaccos.

J. W. Klein, of Cleveland, O., representing Larus Brothers, of Richmond, Va., has been working in Pittsburgh on "Edgeworth" and "Qboid" tobacco. The May Drug Company has recently taken on these popular brands and report nice business on same. Mr. Klein has been doing a lot of advertising here, which is sure to keep these brands to the front.

"Mose" Balsamo, manager of the cigar stand at Gaffney & Harding's Cafe, Braddock, Pa., has just received a new case and is featuring "Bachelors," "Cuesta-Rey" and "La Saramita" cigars.

Haworth & Dewhurst report good business on "John Ruskin" cigars and "Manillanettes" stogies. These goods are made by I. Lewis Manufacturing Company, Newark, N. J. Mr. B. S. Dripps is the factory representative for this section.

J. D. Armstrong, city salesman for the American Tobacco Company, has recently been promoted, much to the delight of his many friends in Pittsburgh. "J. D.," as he is known to the trade, won this recognition not on account of lack of men to take the place higher up, but because he had worked hard and faithfully to fit himself for something better. "J. D." was at one time a salesman for the "Fatima" cigarette, but changed to the American Tobacco Company when H. A. Lundgren had charge of the city forces. We wish "J. D." much success and will watch for him to make further progress, regretting only that Pittsburgh must lose the service of such a valuable man.

John Dyson, of the Dyson Cigar Company, Wheeling, W. Va., was in town for a few days.

J. M. Glass, of McKeesport, Pa., has an elegant window display on "New Bachelors."

J. B. Galvin has an attractive window display on Chas. Denby cigars at his store in McKeesport, Pa.

The following visitors were in town:

O. M. Bosworth, of the Chas. Denby factory.
W. J. Gestil, of Marcelino Perez Company, New York.
W. Andreuss, of Cado & Company, "56" cigarettes.
E. J. Solomon, of Solomon Brothers & Stern.
P. Verplanck, of P. Verplanck Company, Tampa, Fla.
H. Mill, "Belinda" cigars, New York.
J. M. Freidman, of Boltz, Clymer & Company, Philadelphia.
R. E. Lane, "Partagas" cigars.

A. J. F.

The Spacious Home of "First Consul" Cigars

This illustration shows the spacious home of "First Consul" cigars, made by P. Pohalski & Company, Lincoln Brothers, proprietors. The offices and factory are located at 466-468 Broome Street, New York City.

"First Consul" cigars have long been a favorite with smokers of high grade tobaccos and there is scarcely a club of the better sort in the country that does not carry "First Consuls" for its members. The cigar is a favorite with consumers throughout the United States, and "First Consuls" have met with the highest approval wherever introduced.

Trade Jottings

Emanuel Frolichstein has been appointed manager of the cigar department of Dave Bauer, Mobile, Ala., who handles a high grade line of cigars. Mr. Frolichstein was formerly a cigar salesman.

B. Mirsky, San Francisco, who takes care of the local distribution of "Juan de Fuca," reports the receipt of a recent shipment of this well-known brand, bearing the bonded factory stamp.

First class business is reported by the Parker-Gordon Cigar Company, Kansas City, Mo., on "El-Roi-Tan" and "Class" brands.

"Grathwol's Havana," a nickel cigar, is the latest addition to the Grathwol store, located on Robert Street, St. Paul, and is proving a big seller in this class of goods. Y. Pendas & Alvarez' "Webster" was recently featured by this store in a window display which attracted much attention.

"Philip Morris," "Benson & Hedges," "Fifty-six," "Melachrinos," and other well-known cigarettes, formed the basis of an attractive window display recently made by the cigar department of the Powers Mercantile Company, Minneapolis, Minn.

A check of $100 was recently tendered by Messrs. Hose & Brillhart, cigar manufacturers, to the local fire company at Dallastown, as a slight testimonial of the manner in which the company handled the recent fire which proved so disastrous to the cigar manufacturing plant of the two gentlemen above named.

There was quite an increase in the sale of cigar stamps in the revenue office at York, Pa., during the month of March, the combined sales amounting to $24,503.61.

Though only in existence a few months, the Max-I-Mo Cigar Company, of 219 Occidental Avenue, Seattle, Wash., is leaping fast to the front, recent reports having been to the effect that business is exceptionally fine. Manila cigars are specialized in and are to be had at all prices and in many sizes. The "La Calidad," manufactured by the La Maria Cristina Company, Manila, is being featured and comes in ten sizes.

As the result of increased business, the Cambyses Cigarette Company, located at 404 Atlantic Street, Boston, Mass., will remove to new and larger quarters at 145 North Washington Street, about May 1st. The company will occupy the entire building, which will give them extended facilities for the manufacture of their popular product.

Bronx Palace, The Bronx, N. Y. Capital, $15,000. Restaurants, tobacconists, etc. The incorporators are Joseph D. Kavanagh, L. Rodney Berg and Harry L. Horowitz.

END ALLERGED TOBACCO MONOPOLY BY ADOPTING OPEN MARKET POLICY

(Continued from Page 15)

One of the most interesting developments of the past fortnight was the public announcement, made through the New York newspapers on last Sunday by P. Lorillard Tobacco Company, to the effect that in future they would do business direct with any wholesale dealer in tobacco products. The advertisement which the company inserted in the newspapers was brief and to the point. It read as follows:

"Effective as of April 11, 1914, we will sell any brands manufactured or sold by us, private and controlled brands excepted, to any wholesale dealer in tobacco products.

(Signed),
P. LORILLARD TOBACCO CO."

This move on the part of the Lorillard Company is in keeping with the plan as outlined by Herbert C. Smyth, who is special counsel for the United States Government in the case which has involved the Metropolitan Tobacco Company, of New York, and that concern's exclusive control of the output of P. Lorillard Tobacco Company, Liggett & Myers Tobacco Company and the American Tobacco Company's products. As previously stated there have been a number of conferences between Mr. Smyth, U. S. District Attorney Marshall, of New York, and the various eminent lawyers representing the big tobacco concerns over the legality of the various big companies' arrangements with the Metropolitan Tobacco Company, and the whole matter finally sifted down to a demand by the Government that the present exclusive handling by the Metropolitan Company be abolished, and that all jobbers should be furnished goods directly by the various concerns implicated.

It now appears that the Lorillard Company has taken the first step to acquiesce in the Government's requirements and similar action will no doubt be taken by the American Tobacco Company and Liggett & Myers Tobacco Company, though at this writing no authoritative announcements have come from either of these concerns, despite a rumor to the effect that the Liggett & Myers Tobacco Company had issued a similar notice from their St. Louis headquarters.

KNICKERBOCKER.

Captain Barnard to Retire.

His resignation as president to take effect November 1st, next, was recently tendered by Captain I. P. Barnard, to the Louisville Tobacco Warehouse Company, it being his desire to retire from active business life at the end of the present year. It was with much regret that the directors of the company accepted the resignation. Captain Barnard is widely known throughout Kentucky through his affiliation with the tobacco interests of that State and was one of the organizers of the Louisville Tobacco Warehouse Company which, beginning on a small scale eighteen years ago, has since handled on an average of 75,000,000 pounds of tobacco a year. This company controls eight warehouses in Louisville, loose leaf houses in Lexington, two each in Carrollton and Maysville, and one each in Owensboro and Bowling Green. Of the company's eighteen years of existence, fourteen have been presided over by Captain Barnard as president, during which time the organization has paid out in dividends to stockholders $1,500,000.

John Henry Miller, druggist, Lancaster, Pa., reports good business on the "Reynaldo" and Godfrey S. Mahn cigarettes.

UNITED STATES BONDED CIGAR FACTORIES IN NEW YORK DISTRESSED

(Continued from Page 15)

if they do not, the production of cigars in bond will almost necessarily be confined to Tampa and Key West.

Up to the present time, the Treasury officials appear to side with the claims of the Tampa manufacturers and in the meantime the New York factories have suspended operations in bond, awaiting further ruling from the department.

There is much to be said on both sides of the controversy, but this is certain that definite guaranty should be given a manufacturer that goes into bond that onerous regulations would not be issued which would place factories in just such positions as these two companies in New York City at the present time.

KNICKERBOCKER.

Tampa

Celestino Vega Arranging for Tobacco Warehouse in Havana—Arguelles, Lopez & Brother Plan Another Addition—John H. Boltz and Family Return to Philadelphia

TAMPA, FLA., April 11, 1914.

CELESTINO VEGA, of Celestino Vega & Co., is at the present time in Havana making arrangements for the securing of a warehouse in that city, in which to store his company's tobacco. This will do away with much needless expense and worriment incident to the storing of the tobacco in miscellaneous warehouses, which has been the custom heretofore. Mr. Vega, who was accompanied by his very young son, expects to spend a couple of weeks in Havana.

Arguelles, Lopez & Brother, of "Tadema" fame, are kept busy these days in the building line. It is now stated that just so soon as the present addition to the factory has been completed, work will be begun on a second addition, which is to extend about forty feet in the rear of the plant. The first addition is intended to be used as offices for the company, and that portion of the building now being devoted to office use, will be utilized for factory purposes. Should the present and contemplated additions not prove sufficient for the necessary requirements, the company states that they will not hesitate about the buying of additional ground. According to Mr. Lopez, 1913 was the largest year in the history of the firm, and that the output for the months of January and February of the present year doubled that for the same months of the year previous. March also proved very satisfactory to the company. So rapidly has the business of Arguelles, Lopez & Brother progressed, since its original inception, that this is the third time within a few years that it has been necessary to make additions to the company's plant.

Quite a pleasant visit was brought to an end within the past fortnight, when Mr. and Mrs. John H. Boltz and their daughter, Helen left here for their home in Philadelphia, after having spent some time visiting their son and brother, John Clymer Boltz, Tampa's well-known cigar manufacturer.

Among visitors to Tampa recently were George L. Harris, Jr., manager of the P. Lorillard Tobacco Company, and John M. Carlisle, of the Liggett & Myers Tobacco Company.

W. H. Moore spent a couple of weeks here recently, taking care of the distribution of the well-known "London Life" cigarette.

William Murray, for several years with the M. Valle Cigar Company, has severed his connection with that concern.

Among the recent guests at the Hillsboro Hotel, was Lester Phearson, the popular "Bull Durham" salesman. Mr. Phearson spent several days looking over the trade here.

Frank Diaz, manager of the V. Guerra, Diaz & Co. factory, with Mrs. Diaz, has returned from a recent sojourn in Cuba, where he spent a couple of weeks, looking after certain matters for the company.

Edward R. Singleton has joined the selling staff of Quiros, Villazon & Co., and will cover Southern territory for the company.

Jerome Regensburg, recently left here for New York, where he plans to make an extended visit.

D. Llaneza, of Tampa, and Charles Aldrich, for many years office manager for Berriman Brothers in Chicago, have decided to go into the cigar manufacturing business and will shortly start to "make in bond." The new company will be located in the brick factory on Sixteenth Street, Ybor City, the place having formerly been occupied by Quiros, Villazon & Co.

PERFECTO.

JOBBERS & DISTRIBUTORS DEPARTMENT

Pittsburgh Jobbing House in Trouble

R. & W. JENKINSON COMPANY, wholesale and retail tobacco dealers, recently made application in the Common Pleas Court of Pittsburgh, for a receiver. Attorneys George C. Burgwin and H. S. McKinley, representing A. C. Shaw and others, presented the petition. Attorney Henry G. Wasson, representing the defendant, stated that the plaintiffs objected to the sale of certain leaseholds and property of the tobacco company that had been made by a creditors' committee which was appointed in March, 1913, to take charge of the affairs of the company. The bill is directed toward A. M. Jenkinson, president, and other officers of the company, and Preston Herbert, vice-president of the United Cigar Manufacturing Company, and other members of the creditors' committee.

The R. & W. Jenkinson Company was one of the first concerns in the United States to build up a chain of retail stores, having had twenty or more in operation at the time the United Stores came into being. This company started the manufacture of stogies as the result of demands for this product in their retail business and, in their efforts to obtain publicity, did not hesitate to use full page advertisements in the trade papers, which resulted in an extensive distribution of their stogies throughout the country. After some years, however, the company began to discontinue their advertising, with the result that sales gradually fell off, until at the time of the severing of the stogie business from the jobbing and retail operations of the company, the sales of stogies had reached a minimum.

William Laupheimer With Peregoy & Moore

William Laupheimer, for sixteen years representative in Kansas and parts of Oklahoma for the William A. Stickney Cigar Company, has recently been secured to represent the Peregoy & Moore Cigar Company in that territory. The house of Peregoy & Moore, located in St. Joseph, Mo., has long been known to the trade as jobbers of quality cigars, and Mr. Laupheimer's connection should prove highly favorable to an increased distribution of their brands.

Fay Lewis & Brothers' Company Among Largest Jobbers

One of the five largest cigar jobbing houses in the country today is Fay Lewis & Brothers Company, of Milwaukee, Wis., whose annual business is said to be in excess of $1,500,000.

In 1875 Fay Lewis, the senior member of the firm, now retired from active business, started a small retail store in Rockford, Ill., with a capital of $100. There was little growth until the early '80's when the two brothers, Harry and C. Herbert Lewis, were taken into partnership. In 1900 the business had grown beyond the limits of Rockford, and it was finally decided to establish headquarters in Milwaukee, with branches in La Crosse and Rockford.

In addition of jobbing cigars, Fay Lewis & Brothers Company own and control the "Harvester" brand, which this year will have a production in excess of 12,000,000.

New Wholesale Cigar House for Birmingham

IT is announced that the W. C. Patterson Cigar Company, of Birmingham, Ala., has purchased the lease, stock and fixtures of the J. R. Brown Company, located at the southwest corner of Second Avenue and Twentieth Street. The lower floor will be operated as a retail store, while the upper floor will be conducted as a wholesale department.

The company that has purchased the Brown Company is headed by W. G. Patterson, who has been for fourteen years with the R. D. Burnett Cigar Company. Mr. Patterson resigned his position of vice-president of the Burnett organization to take up the work of his new company that has purchased the Brown interests.

Mr. Patterson announced that his company was capitalized at $75,000, all of which is available for the business that will be transacted at the new wholesale house. He added that J. F. Hennessey would be vice-president and J. R. Lyle, secretary and treasurer.

This is the third wholesale cigar concern to open business in Birmingham, the other two being the Burnett Company and the C. C. Snider Company.

Lilly, Dungan & Company Urge Passage of Coupon Bill

Lilly, Dungan & Company, of Baltimore and Liberty Streets, Baltimore, Md., have recently carefully prepared an appeal which they are getting the dealers in Baltimore to sign and send to their six representatives and two senators.

They have been very much encouraged by the quick response of their dealers and their willingness to help stamp out this unfair method of competition.

Realizing the value of THE TOBACCO WORLD in reaching the tobacco trade they have forwarded a copy of the appeal with a request for its publication.

To the Hon.

WASHINGTON, D. C.,

Sir:

The undersigned respectfully and earnestly request that you support the pending legislation, taxing, or prohibiting the giving away of coupons with tobacco products.

The coupon or gift scheme is the most effective weapon used by the trust to destroy competition. The use of the coupon or gift scheme has driven out of business thousands of independent tobacco men, and if continued will become more and more dangerous to independent dealers.

Respectfully yours,

"Courtello" Selling Big With Reid Tobacco Company

Recent reports from the anthracite and bituminous regions, where the Reid Tobacco Company is the sole distributor for the "Courtello" cigar, made by D. F. Fleck, of Reading, Pa., indicate that this brand is rapidly becoming one of the leading nickel sellers in those sections. The only complaint that the distributors have to make on the brand is that they cannot get enough of them. The factory is oversold and every effort is being made to catch up with back orders. The Reid Tobacco Company has locations in both Milton and Altoona, Pa.

"Lord Colbeck" President Back From Jamaica

Stanley De Lisser, president of the firm of De Lisser-Schneider Company, manufacturers of high grade cigars, has recently returned to Philadelphia after a visit to his old home in Jamaica, B. W. I. The sea voyage did him much good and he has come back in excellent health to carry on a strenuous campaign in the interests of "Lord Colbeck," the firm's leader.

Mr. De Lisser is a former president of the Jamaica Tobacco Company, and while in Kingston he visited the factory of which he was the head for a number of years. He was pleasantly surprised to receive an almost royal ovation from the three hundred and fifty employees.

The city papers gave him welcomes on the front pages of their issues, and altogether Mr. De Lisser says he believes that they were really glad to see him again.

He had some chance to visit the tobacco plantations and reports that the crop, owing to an unusual drought, has suffered considerably. At the most, Mr. De Lisser says, the crop will be only a medium one with very little first-class tobacco in it.

Shipton & Payne Distribute "Courtello" Cigars

The Shipton & Payne Company, 2854 North Fifth Street, Philadelphia, Pa., has taken the distribution of the "Courtello" cigar for that territory. D. F. Fleck, of Reading, Pa., the manufacturer of the brand, reports that the cigar is taking well in the Quaker City and that the factory is kept busy supplying "repeat" orders.

New Trade-Mark Law for New York State

Cigar manufacturers in New York State are particularly interested in the bill which was passed by the recent Legislature, which is now awaiting the Governor's signature, concerning the protection of trade-marks in the Commonwealth of New York. The new bill practically wipes out the old trade-mark law, and under the provisions of it, swindlers and filchers of other men's honest and widely advertised brands can be put back of the bars, where they belong. The new provisions of the law read as follows:

"A person who shall knowingly sell, offer or expose for sale any article of merchandise, and shall orally or by representation, name or mark written or printed thereon or attached thereto or used in connection therewith, or by advertisement, or otherwise, in any manner whatsoever make any false representation as to the person by whom such article of merchandise or the material thereof was made, or was in whole or in part produced, manufactured, finished, processed, treated, marketed, packed, bottled, or boxed, or falsely represent that such article of merchandise or the material or any part thereof has or may properly have any trade-mark attached to it or used in connection with it, or is or may properly be indicated or identified by any trade-mark, is guilty of a misdemeanor and punishable for the first offense by a fine not less than $50 nor more than $500 or imprisonment for not more than one year, or both such fine and imprisonment, and for each subsequent offense by imprisonment for not less than thirty days or more than one year, or by both such imprisonment and a fine of not less than $500 or more than $1000."

The National Druggists' Association, the National Grocers' Association, the United States Trade-Mark Association and numerous other similar bodies, have joined in a strong appeal to Governor Glynn to affix his signature forthwith.

National Leaf Convention at Atlantic City Next Month

The National Cigar Leaf Association will hold its annual convention at Atlantic City May 11th and 12th. The officers of the association are: A. B. Hess, Lancaster, Pa., president; F. B. Griffin, North Bloomfield, Conn., vice-president; Charles E. Long, Lancaster, Pa., secretary; Ferdinand Cranz, New York, treasurer.

The headquarters of the convention will be at the Marlboro-Blenheim Hotel.

1908—Bobrow Bros.—1914

There is nothing more fascinating in the world than the history of success. The story of great achievements always catches the mind of the most simple man and the most brilliant genius. In every walk of commercial life there are some concerns which achieve success so noteworthy that they become standards by which other firms are judged. This is particularly true of the cigar industry, which discloses a list of possibly a score of houses, who, by sheer merit, entered a thoroughly crowded field and won a position for themselves on the top rung of the ladder.

Among this list today in the tobacco trade one of the most prominent names is that of Bobrow Brothers, which firm came into existence six years ago this April. Two hard-working young chaps, brothers, Harry I. and Charles Bobrow, determined that they would enter the cigar manufacturing business in Philadelphia, which they did in April, 1908. The fact that the country was suffering from the effects of a financial panic, and that there seemed very little room for a new concern, had no effect on their enthusiasm, and they opened up in a modest little shop with a well chosen brand name, and the best selected tobacco that they could get for the money, and started the manufacture of the "Bold" cigar. Today we find this firm owning three factories in Philadelphia, located at 114 South Second Street, 133 Arch Street and 125 South Second Street. All these establishments are thoroughly modern, and with the facilities they are capable of an annual output of 50,000,000, with a distribution scattered from Maine to California and from the oranges to the ice.

One of the most interesting features of the business is the fact that numerous imitators of their brand have sprung up, but the basic principles of diligence, honesty and hard work have brushed aside tribes of imitators, and the "Bold" business is increasing annually by millions.

It is needless to say that the firm have a splendid selling organization, that their business methods are thoroughly in keeping with modern ideas, and that their name on the ledger of any firm is considered money in bank.

They have been steady and careful advertisers, and their publicity manager, A. M. Schwarz, has added greatly to the popularity of his firm's goods by splendid copy in all the mediums they use.

THE TOBACCO WORLD has pleasure in congratulating Bobrow Brothers on their sixth anniversary, and wish for them a wider and more extensive measure of success in the years to come.

John Stevens Resigns From Associated Cigar Stores

Word is received from Syracuse that John A. Stevens, president of the Associated Cigar Stores of America, which was incorporated about two months ago, has resigned from that position and that he has sold his stock in the company to Leopold Stickly, of Eastwood, N. Y. The reason given by Mr. Stevens for his resignation is that the directors refused to uphold and carry out the plans which he had formulated for the expansion of the association.

Vice-President of Reid Tobacco Co. Will Recover

Friends of Russel Karachner, vice-president of the Reid Tobacco Company, Milton, Pa., will be glad to learn that the injury sustained through the accidental discharge of an automatic pistol recently will not prove fatal. Apropos of the accident, it seems that Mr. Karachner and a friend were in the dining-room of the Iroquois Hotel, when the latter drew from his pocket an automatic pistol for the purpose of displaying its merits. As he was about to hand it to Mr. Karachner, it was suddenly discharged, the bullet imbedding itself in Mr. Karachner's groin.

PHILADELPHIA.

Portuondo Brands on Sale at National League Ball Park

THE requirements of discriminating smokers at the National League Ball Park, at Broad and Huntingdon Streets, this season, will be met by the J. F. Portuondo Cigar Manufacturing Company, who will have their "All Alike" and "Sintoma" brands on sale there. The first named cigar is a nickel smoke, while the latter is a 10-cent piece of goods.

In addition to securing the cigar privilege at Broad and Huntingdon this conservative firm has at last yielded to the demands of the jobbers and will now pack their "Chicos" in tins, twenty-five to the packing. In the future, owing to the continued requests that they do, the Portuondo firm will pack their best known brands in these receptacles, both in 25's and 50's.

"Statesman" Cigar Going

The success of the "Statesman" cigar, which is a product of Jeitles & Blumenthal, Ltd., 119 S. Eleventh Street, Philadelphia, still continues; the factory is compelled to work on full time schedule in order to keep pace with the demand for this unusual five-cent cigar.

The Middle West territory recently developed by this firm is showing splendid results on this smoke, and plans recently formed for further expansion, have been held up on account of the business emanating from this locality.

"Durmont," a New Clear Havana

The "Durmont" is the name of a new brand of clear Havana cigars, with shade-grown wrappers, which the Finley Acker Company is marketing under their own label. These goods are sold usually for $7.00 per hundred, but an introductory price of $5.00 per hundred was made for the latter part of Easter week, with the result that duplicate rush orders were placed with the manufacturer to meet the demand for the past Lenten season.

Julius Nunes Starts on Western Trip

Julius Nunes, the well known Key West cigar salesman, who has recently joined the selling forces of the De Lisser-Schneider Company, after returning from a trip through the South and Southwest in the interests of "Lord Colbeck" and other brands, has immediately started West to push the sale of the firm's goods. Stanley De Lisser, president of the company, went over the territory some weeks ago and was successful in landing a number of big accounts. Mr. Nunes will cover a wider territory and will go West as far as Kansas City.

J. G. Atherholt Resigns

J. G. ATHERHOLT, formerly located at 111 South Broad Street, Philadelphia, has tendered his resignation as president of J. G. Atherholt, Incorporated, and became effective on Friday, April 10th instant.

The other members of the corporation have placed the store under the management of J. T. Gaine, for several years connected with the Charles G. Artzt business at 206 South Fourth Street.

Mr. Gaine has had a wide experience handling goods of high grade character, and should prove an able successor to Mr. Atherholt.

Philadelphia Notes

The Rofelda Cigar Company is working to capacity and is doing a nice business on "Rofelda" and "Quaker Ben" brands. The latter cigar is making quite a hit with consumers.

The "Havana Ribbon" factories report a nice increase for April, and news from the boys on the territories show that conditions are very active on this cigar.

Charles Bobrow, head of the firm of Bobrow Brothers, makers of the "Bold" cigar, has recently returned from a trip through the West. He reports that the "Bold" cigar is making splendid headway with all its jobbers.

L. M. Walters, Eastern representative for Bobrow Brothers, has started through New York State in the interests of "Bold." After calling on the trade in the Empire State, Mr. Walters will take a trip through some of the Southern States.

Jorge Leon, of San Martin & Leon Company, spent ten days recently in Philadelphia at the Bellevue-Stratford and left here on the 7th inst., for Baltimore, Md. Mr. Leon was accompanied on his trip by his charming bride of a month, the marriage having taken place in Tampa, just previous to their departure north.

Among those who will land in New York on Friday, when the "Lusitania" docks, is Samuel Bayuk, president of Bayuk Brothers, manufacturers of the well-known "Havana Ribbon." Mr. Bayuk has been at Amsterdam attending the Sumatra inscriptions, having sailed abroad in February. It is possible that he will return to Europe in May.

Chicago

Conditions Better Than at Last Year This Time—"Ben Bey Cubans" Making Many Friends—Pipe Business Shows Tendency Toward Better Grades—William G. Hargis Passes Away

CHICAGO, ILL., April 11, 1914.

GENERAL conditions have remained good in the cigar and tobacco trade of Chicago and territory during the past two weeks. It would be hard to say that any one line has found more favor than the others. Trade in all branches is about normal for the season. On the whole, things are better than at this time last year. Collections are fair in the country. In the city they are not so good. One of the reasons for this is that license time is approaching for the saloons. The thought that on May 1st they must let loose of a considerable amount of money has had the effect, as it always has, of making things a little tight. The leaf houses are selling the usual amount of goods to the small factories in the country towns. Most of the leaf men take little stock in the declaration which has been made in trade circles a number of times during the past month that the success of the dry contingent in the Middle West will in the end prove a severe blow to the trade. While it is true that in the smaller towns a large number of saloons have been ousted, the leaf men find that about the same number of cigars are being smoked. They are bought in drug stores.

M. Berriman, who represents the United Factories Company in the West, was recently in the city calling on the trade in connection with Best & Russell, distributors for "Owl" brand, manufactured by the company. Chicago has long been a famous town for "Owl" brand, and few indeed are the show cases where the eyes of the wise old bird on the label do not glare up at the customer.

William Best, Jr., of Best & Russell, has returned from a recent trip on the road. Trade with this large distributing house has been good all spring, both in the loop district and in the outlying sections of the city, where many of the company's cigars are sold.

The National Cigar Store, which is located in the First National Bank Building at 38 South Dearborn Street, is having the usual business for the season. "Jose Vila" cigars are being featured just at present. The store is fortunate enough to be located near one of the briskest business centers in the world. The home of hundreds of large interests, with tenacles reaching to all quarters of the globe, are within a stone's throw of the store. For this reason it has been found practical to limit the cases to only the best grades, as there is little demand for the cheaper cigars and tobaccos. The store is a favorite place for passing the time of day among the hundreds of clerks employed in the First National Bank Building.

Albert Breitung has been so quiet lately that it is certain that he has something under his hat. What it will be cannot be said in this letter. The last time the writer cornered him in his store in the Monadnock Building he was the usual garrulous Albert, but said he was not talking for publication. When asked for his permission for a write-up he refused, declaring that a man should not be written up until he was dead. The writer took one look at Mr. Breitung's ruddy face and then decided to search for another victim, as he saw no immediate chance for writing up Mr. Breitung on the condition he mentioned.

W. A. Vorhauer will open a cigar jobbing house in the near future, according to a rumor which is current in the trade here. Plans have not been definitely made, but it is probable that the firm will open about the first of May. The leading spirit in the new business will be W. A. Vorhauer, who was formerly with the Best & Russell Company, for a considerable period. The house will handle an extensive line of domestic and imported cigars.

Louis Neumann, of the E. Hoffman Company, has gone to Mount Clemens, Mich., to take the baths for rheumatism. He expects to be gone for two or three weeks. Perry Bland, who for some time has represented Luis Martinez & Company, of Tampa, has left to take the Western representation of the cigars of Sig. Mayer & Company, of Philadelphia. He will make his headquarters in Sullivan, Ill., which is in the southern portion of the state. He has many friends in Chicago, however, as well as business acquaintances, and will no doubt find his way to the city once in a while.

The new "Ben Bey Cuban," made by Grommes & Elston, whose factory is on the west side, seems to be gaining in favor, as was indicated by the reception which it received on its first appearance a few months ago. The shape is unique, and the well-known "Ben Bey" flavor is causing all classes of trade to take a whirl at the new brand. The "Ben Bey Cuban" has demonstrated that a two-for-a-quarter Cuban cigar will go big in Chicago with the general trade if it is pushed in the proper manner.

At the office of Francis Edler & Company, Lake and Clark Streets, it was said that trade was fair in all lines of pipes, although, of course, the rush which was one of the features of the holiday trade in this line has abated a little. The tendency of the trade at the present time seems to be away from the cheaper makes of pipes. The usual number of pipes are being sold, but they are of better grade. Buyers are becoming much more discriminating than was formerly the case, it is said.

Clarence Hirschhorn, of Clarence Hirschhorn & Company, has returned from an extended trip to the Pacific Coast, where he has been spending the winter.

William G. Hargis, old time Chicago cigar man, and one of the founders of the firm of Kantzler & Hargis, cigar jobbers, is dead. He had been a broker for many years and was a familiar figure in the local trade. The death of Mr. Hargis demonstrates that the boys of the old days before the fire are passing one by one, and more rapidly now as the years speed by. A few months ago the death of Colonel G. J. Davis, one of the very most prominent retired cigar men, was noted in these columns. Two weeks ago the death of Henry Sandmyer, prominent old time manufacturer, was mentioned. The death of Mr. Hargis makes three in a comparatively short period.

William Taussig, of William Taussig & Company, prominent leaf jobbers, is enthusiastic over business prospects for the spring trade. He says that in his opinion the general condition of the trade in both the large and small towns of the Middle West is good. Collections are good, and while the manufacturers are buying close, they are buying with discrimination and are paying their bills with pleasing promptness.

Mr. and Mrs. Jacob Berolzheim have gone to French Lick Springs, the popular Indiana resort, for a few days' rest. Mr. Berolzheim is a prominent loop dealer.

G. W. WHITCOMB.

Notes of the Trade

Mason, Ehrman & Co., Portland, Ore., are doing quite an extensive business on "La Mega," the well-known brand of V. Guerra, Diaz & Co.

Leo Reiders reports that he has been signally successful in his efforts to open up new accounts on the "First Consul," P. Pohalski & Co., he having opened up quite a few within the past week. Mr. Reiders was only recently appointed New York City representative for this well-known firm.

Facilities at 168 Water Street, New York, having proved inadequate, Ruth & Driscoll, well-known cigar and tobacco commission merchants, have removed to new and larger quarters, and are now located at 99 John Street.

John C. Davis, veteran cigar dealer, of Cincinnati, O., with quarters at 412 Vine Street, is featuring "El Gallo" in a window display; he being local distributor for the brand, which is made by the Ruy Lopez Company.

E. Regensburg & Son's "American" formed an attractive Easter window display for Straus Brothers & Co., Cincinatti, O.

The Rosenfeld-Rovig Company, exclusive Seattle wholesalers, have taken on the "New Bachelor," T. J. Dunn & Co., for distribution.

Small's Pharmacy, Jacksonville, Fla., report good business on the "Cinta," a five-cent cigar, recently launched by the Tampa-Cuba Cigar Company.

"Jose Vila," Berriman Brothers, Tampa, Fla., is meeting with splendid success through the efforts of the National Cigar Store, 34 South Dearborn Street, Chicago. The attachment of the Government bonded stamps seems to have infused quite a new spirit into the brand.

J. L. Marcero & Co., Detroit, Mich., who look after the distribution of the products of Cuesta, Rey & Co., report that their sales on this company's products for the month of March showed a larger gain than for any corresponding month since they have been in business.

Big trade is said to be the rule rather than the exception on Eisenlohr's "Cincos," distributed locally by the Peter Hauptmann Tobacco Co., St. Louis, Mo.

NEW YORK

R. H. Macy & Co. Hold Cigar Sale

R. H. MACY & CO., announce today a special sale of 40,000 cigars from the factories of Lopez Hermanos, Bustillo Brothers & Diaz, and P. Verplanck & Co., at prices ranging from 75 cents to $4.00 below the usual box prices.

The brands on which this sale is held are: "Espana" and "Flor de Sevilla," made by Lopez Hermanos; "Henry the Fourth," made by Bustillo Brothers & Diaz; "El Genio," made by P. Verplanck & Co.

The Macy prices by the box follow:

	Usual Price Elsewhere	Box	Macy Price
Puritanos Extra	$2.25	(25)	$1.49
Perfectos Extra	2.75	(25)	1.74
Delicados	5.50	(50)	3.49
Londres Grand	4.50	(50)	2.97
Puritanos Finos	4.50	(50)	2.97
Reina Victoria Extra	10.00	(100)	5.94
Puritanos Sublime	2.25	(25)	1.49
Regalia Nobleza	2.25	(25)	1.49
Rothschilds	4.50	(50)	2.97
Regalia Perfectos	5.50	(50)	3.49
Canetelas	4.50	(50)	2.97
Poncha Especials	3.49	(50)	2.49
Peerless	4.00	(25)	2.49
Stubs	5.50	(50)	3.24

Evidently the chain stores have no monopoly on cutting the prices of clear Havana cigars.

New York Leaf Tobacco Board of Trade Holds Meeting

The annual meeting of the New York Leaf Tobacco Board of Trade was held on Tuesday, April 14th, at the association headquarters. The following board of trustees were elected for the ensuing year:

Trustees—F. M. Arguimbau, W. S. Brill, J. F. Cullman, Sr., Ferd. Cranz, J. M. Duys, F. H. Dolbeer, Chas. Fox, F. H. Hoisington, Chas. W. Vogt, Jr., J. M. Mendelsohn, B. Neuberger, M. Neuberger, C. W. Wobbe, Al Mendelsohn.

Delegates—J. F. Cullman, Jr., W. S. Brill, Louis Leopold, Moritz Neuberger, Chas. Fox, F. H. Dolbeer, L. Schmid, J. Hoffman, J. Mendelsohn, A. Bijur.

Alternates—F. Bach, E. Ellinger, A. Mendelsohn, Chas. Meissner, S. Spingarn, J. Marqusee, C. Vogt, Jr., F. M. Arguimbau, H. Friend, S. Lowenthal.

Officers—J. Mendelsohn, president; F. H. Dolbeer, vice-president; Chas. Fox, secretary; F. Cranz, treasurer.

New Havana Agent for Leaf House

Announcement is made that the position of Havana agent for the well known leaf house of Morris Rosenberg & Company has been accepted by Jose P. Perez, a son of Marcelino Perez, and that he will shortly leave to take charge of the firm's interests in Havana. Mr. Perez has had some six years' experience in the leaf business and is well qualified for the position which his industry and perseverance has won for him.

Cayey-Caguas Will Occupy New Quarters May 1st

MAY 1st has been the date set by the Cayey-Caguas Tobacco Company for their removal to their new quarters, now in the course of renovation, at the corner of Maiden Lane and Water Street. This is necessitated by the increased business of the company, the present location being inadequate to take care of the demand on "Savaronas."

Much attention is being attracted by the handsome cut-out of the company, which is finding favor with the distributors. The supply will be quickly exhausted, if the present demand continues.

That "Savaronas" are popular, goes without saying. Among the visitors to the Cayey-Caguas Company lately who swear by the brand were Allen and Charles Straus, of the Straus Cigar Company, Richmond, Va., and Mr. Poinsett, of Overholt & Poinsett, of Kansas City. Splendid business is being done by both firms on this well known brand.

Retail Tobacconists Incorporate

At a recent meeting of the Retail Tobacconists' Association last week it was announced that this association has been incorporated under the laws of the State of New York.

Bursting of Water Main Damages Cigars

The bursting of a water main at Thirty-third Street and Madison Avenue recently damaged the humidors of the Waldorf-Astoria Segar Company to the extent of several thousand dollars. It is possible that the City of New York may be called upon to settle the bill.

Disclaims Connection With "United Cigars Stores of Canada"

The following notice is being sent out to its stockholders by the United Cigar Stores Company:

"Our attention has been called to a circular letter, signed by a brokerage firm of Toronto, Can., offering for sale stock of the 'United Cigar Stores Company of Canada.' So that there may be no misunderstanding on account of similarity in names, we advise that this company has no connection with the 'United Cigar Stores Company of Canada.'"

George J. Whelan, who is now aboard one of the big ocean liners for Europe, has planned for himself quite a pleasant trip. After spending a brief period in London and Paris, he intends to cruise in the Mediterranean on his yacht "Cassandra" until the latter part of May, when it is his intention to return to New York.

West India Cigar Company Has Fire Loss

A fire recently gutted the building at 104 Water Street and did damage to the amount of $5000. The fire began in the basement, which together with the first floor, is used as a cigar factory by the West India Cigar Company.

Key West

Cortez Cigar Factory Now Running Normal—New Mill for Key West Cigar Box Factory—Henry E. Moss, Tobacco Expert, Dead—Cataracts Successfully Removed from E. H. Gato, Sr.

KEY WEST, FLA., April 10, 1914.

THE tourist travel, which has been larger than ever this past winter season, has about come to an end. Steamboat lines and the Florida East Coast Railway system have announced and inaugurated their summer time tables, which are about the same as those of last year.

Through various causes several of our larger shops have been inactive, but will all again be in full blast by the end of the month.

Politics is warming up here at present and Key West will make strenuous efforts to elect William H. Malone, of the Professional Cigar Company, United States Representative. Mr. Malone is a progressive Democrat and is fully in accord with the policies of President Wilson on questions of importance. He will also, if elected, make a valuable addition to those already in Congress who can be depended on to do the right thing at the right time for the cigar industry of the entire country.

The work on the new factory building of Moreda & Company goes on and the structure will no doubt be ready for occupancy the early part of the coming winter. At the factory business is good and a full force is enrolled on the cigarmaking and stripping floors. Tom Johnson, who very recently succeeded Ferris Lowe as office manager, has resigned and Teddy Bayly has taken his position.

Ramon Castro, a local cigar manufacturer, is exhibiting to the public quite a novelty in the way of a box of fifty cigars. The packing contains one cigar forty inches long and at the end forty-nine smokes three-quarters of an inch in length, showing to what extremes the cigarmaking art can be carried. The cigars are of the very finest workmanship and are perfect in every detail.

Leodoro Perez, formerly in the leaf trade of New York and Havana, but now engaged in business in Tampa, Fla., passed through the city recently being en route to Cuba.

At the Havana-American Company's shop business is fair and steady. Recently they received a shipment of 124 bales of very fine tobacco from Havana.

After a shut down of about ten days the big factory of the Cortez Cigar Company is again in operation, with the same force seated as at time of suspension. Vivian Myers and Factory Manager Claude H. Roberts, who have been spending several days in Cuba visiting the leaf growing districts and making purchases of stock in the markets of Havana, got back last week. Chas. R. Curry, for many years office manager of the Ferdinand Hirsch Company (now the "Mi Favorita" Cigar Company), has succeeded J. Newton Curry, office manager of the Cortez Company, who resigned recently and will leave shortly on an extended trip to Western sections for the purpose of recuperating his health.

Fecundo Arguelles, of Arguelles Lopez & Brother, passed through town last week, being en route from Tampa to Havana.

George W. Nichols & Company closed down on Saturday for a recess of two weeks, during which time the factory building will be repainted both inside and outside and everything thoroughly overhauled and put in perfect shape.

Emilio P. Cordiso, maker of the famous "Mi Hogar" cigars, whose plant is located in New York City, passed through the city last week, being en route to New York from Cuba, where he has been putting in several weeks visiting the leaf growing districts. He was accompanied by his wife.

President W. C. Tragessa, of the Key West Cigar Box Company, who has been spending the winter in this city, left for New York on Saturday. Before leaving for the North he let the contract for the erection of a building 40 x 60 feet, which will be used as a saw mill and will extend into the water, making it very convenient in handling cedar logs. This is a much needed addition to the box plant and when completed the company will do their own log sawing and will not be compelled to import their lumber already sawed from Cuba, as they have been doing in the past.

After a recess of a week the big Ruy Lopez Ca's factory resumed on Monday. President John Wardlow left this week for a business run to New York. Mr. and Mrs. S. B. Tuell, who have been spending days in the city visiting Mrs. Tuell's parents, Mr. and Mrs. John Wardlow, left on Saturday for their home in Rhode Island.

Henry E. Moss passed away here on the morning of the 8th and was interred the same day. The deceased was the father-in-law of Walter J. Lightbaum, vice-president of the Cortez Cigar Company, and at one time was a partner and general manager of "La Rosa Espanola" factory, of Seidenberg & Company. He was a tobacco expert of note and was among leaders of the industry in this city. He was fifty-seven years of age and leaves a widow, three daughters and four sons to mourn their loss.

Arthur L. Robinson, of the Jacksonville office of R. G. Dun & Company, arrived in town this week and will spend several days making new ratings for some of our business houses.

Advices received in this city state that President E. H. Gato, Sr., of the E. H. Gato Cigar Company, had been successfully operated on for cataracts by one of the leading eye specialists of Havana on the morning of the 6th inst.

At the Martinez-Havana Company's office, Eladio Martinez has taken charge of the office, and John R. Delaney, who formerly filled that position, has succeeded Chas. R. Curry as office manager of the "Mi Favorita" Cigar Company.

Secretary Thomas H. Gato, of the E. H. Gato Cigar Company, accompanied by his family, returned last week from Havana, where they have been spending a vacation of several weeks. Mr. Gato will leave again tomorrow night for Cuba.

Herman H. Pinder, the cigarist and cigar manufacturer of Miami, Fla., is the city on a visit to relatives and friends. Before leaving for the Magic City he will purchase stock of tobacco here for the use of his factory.

D. Hevia, the leaf dealer of New York, passed through town this week, being en route from Cuba to headquarters.

While the "Mi Favorita" Cigar Company has a large force of strippers at work in the bonded portion of their factory, there have not as yet been any cigars made under the new system. It is estimated that the tobaccos will not be in condition to be made up into cigars until the coming month, when the first shipments will be made.

Imports of leaf in bond for two weeks ending April 6, 1914:

Havana-American Company	124 bales
Ruy Lopez Ca.	69 "
Cortez Cigar Company	33 "
Moreda & Company	23 "
Moreda & Company	7 "
Juan Esperdy	13 "
Total	269 "
Withdrawals	287 "

INGLACITA.

Cigar Shipments for Two Weeks Ending April 11th, Via Mallory Steamship Line to New York, Mobile, Galveston and the East and West Coasts of Florida.

	Cases
George W. Nichols & Co., New York,	43
Park & Tilford, New York	45
E. H. Gato Cigar Co., New York	15
United Cigar Stores Co., New York,	22
Acker, Merrall & Condit Co., New York, N. Y.	5
Martinez-Havana Co., New York	11
Lowden & Co., New York	9
Ruy Lopez Ca., New York	6
Godfrey S. Malin, New York	3
Austin, Nichols & Co., New York	2
Metropolitan Tob. Co., New York	3
Gwynn, Straus & Co., New York	2
United Cigar Stores Co., Chicago	4
National Cig. Stands Co., Chicago	3
Harris Bros. Co., Atlantic City	5
Wilkinson, Gaddis & Co., Newark	2
Jenkinson Co., Pittsburgh, Pa.	2
Jno. R. Brunnell, Pittsburgh, Pa.	2
W. J. Gilmore Drug Co., Pittsburgh,	3
Godfrey S. Malin, Phila., Pa.	10
Dusel, Goodloe & Co., Philadelphia	4
Joseph Way, Philadelphia	3
Duncan & Morehead, Philadelphia	2
S. Bachman & Co., San Francisco	55
S. Bachman & Co., Los Angeles	3
L. Koen & Co., New Orleans, La.,	6
Valloft & Dreux, New Orleans, La.,	8
Fred Barman & Bro., Los Angeles,	4
J. N. Taub & Sons, Houston, Tex.	2
Platter Tob. Co., Dallas, Tex.	4
Platter Tob. Co., San Antonio, Tex.,	2
M. A. Gunst & Co., San Francisco,	5
M. A. Gunst & Co., Los Angeles,	2
A. B. Greenwald Cig. Co., Los Angeles, Cal.	2
Houston Drug Co., Houston, Tex.	3
Sam Freund & Co., Waco, Tex.	3
L. Asch, San Francisco, Cal.	2
H. Bercovich, San Francisco, Cal.	4
Tumlin Bros. Cig. Co., Atlanta, Ga.,	2
Hart Cigar Co., Portland, Ore.	10
E. F. Beale & Sons, Norfolk, Va.	2
Cortez Cigar Co., Savannah, Ga.	18
Block-Lyons Co., Little Rock, Ark.,	4
Gus Le Bolt, Springfield, O.	4
Moore & Jones, Nashville, Tenn.	2
W. S. Franklin, St. Paul, Minn.	2
Pitt & Golt Co., Cleveland, O.	2
Metropolitan Cig. Co., Denver, Colo.,	5
Columbia Drug Co., Savannah, Ga.,	2
Lilly, Dungan & Co., Baltimore	3
Lamar & Rankin Drug Co., Atlanta,	4
C. B. Lowenson, Butte, Mont.	7
R. D. Burnett Cigar Co., Birmingham, Ala.	3
Hemenway & Moser, Salt Lake City,	2
Falk Wholesale Co., Boise, Ida.	2
I. & B. Moos Co., Cincinnati, O.	2
A. H. Perfect & Co., Fort Wayne,	2

Gottlieb Company Dissolves

Inability of the company to meet its obligations with the resources at hand, was the reason assigned for the recent petition requesting the dissolution of the I. M. Gottlieb Company, dealers in cigars, tobacco and candy, at 96 Main Street, Poughkeepsie, N. Y. The request was granted, resulting in the closing of the store and the appointment of a temporary receiver. In the schedules filed, the liabilities of the company were given as $8,263.60 and the assets $5,448.51. According to the report a suit had been brought against the company by E. Greenfield's Sons, of New York, for $53, who stated in their documents that the company is not in possession of sufficient capital to meet present demands, and has failed in the securing of an extension of time in which to satisfy obligations. At present it is uncertain whether the store will be again re-opened, but it is the intention of Mr. Gottlieb to associate himself with his father in the same business at Newburgh, New York. It is possible that the local territory shall receive attention from the Newburgh end.

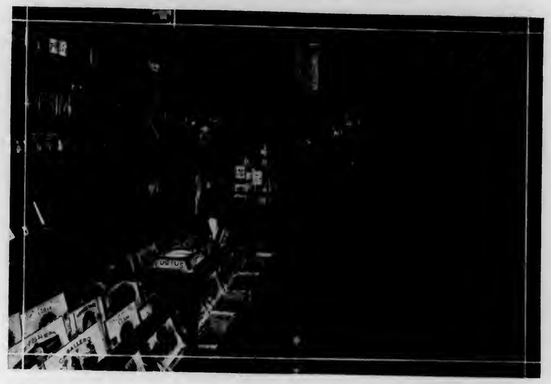
The Store of An Enterprising Young Man

Ed Mayhew, who has charge of the cigar humidor rooms at the main house of the Stone-Ordean-Wells Company, in Duluth, Minn., is an enterprising young man, as the illustration herewith testifies. Some time ago his mother opened a small store in West Duluth, but the growth in business has enabled Ed to secure a larger location, and also to put in a first-class cigar store. The location is cited as one of the most desirable in the West End.

The store features "El Roi-Tan," "Lucius," "Royal Banner," "La Preferencia," "Class," and "Charles Denby," which are the leading sellers, with "Lucius" and "El Roi-Tan" at the top.

Stone-Ordean-Wells Company have no connection whatever with the store, either directly or indirectly.

The illustration is the courtesy of *Ginger*.



San Francisco

Exposition Cigar Stand Privileges Center of Interest—Gunst Stores Managers Organize—Arthur Bachman Preparing for a Trip to Europe—Nevada County, California, Tobacco Company Organized

SAN FRANCISCO, April 4, 1914.

THE long-expected boom in the San Francisco cigar trade has not yet put in an appearance, and not a few words of discouragement are heard around town, though there are plenty who take a more optimistic view, and some seem to be making steady progress. It is obvious, however, that business conditions are not normal, the only consolation for that being that San Francisco is probably no worse off than most parts of the country, or even of the world, for that matter. The Exposition is helping out to some extent, and will help much more with the approach of fall; while the April showers that are now falling are putting the finishing touches on the greatest crops that California has ever produced. The crops, however, are still for the future; and two dry years have left very little money in the hands of the country population, which would account for the lack of snap to the outside business.

One of the most absorbing matters now before the local trade is the disposition of the cigar stand privileges at the Exposition. This has just been settled in regard to some of the more important stands, M. A. Gunst & Co. getting the stand at the Van Ness Avenue entrance, which opens on the part of the grounds devoted to concessions and amusements, while the Fillmore Street entrance has been allotted to H. L. Judell & Co. There are to be eight other stands at various points in the grounds, and bids are now being received for these, but no definite announcement has been made as to who will get the privileges. There has been some talk of dividing the business between a number of houses, but even this is not known on authority, and it is not definitely known what firms are bidding. It is generally admitted, however, that the bids are running into high figures.

About a week ago the various managers of the branches and departments of M. A. Gunst & Co. held an important meeting in San Francisco, with a banquet at a downtown cafe. This was something more than one of the ordinary gatherings which have been held occasionally by the Gunst managers, as on this occasion a definite organization was formed, with the name of "M. A. Gunst Retail Store Managers' Association," with the object of comparing notes and keeping a definite policy in view. Those in attendance, aside from the heads of the house, M. A. Gunst, Milton Esberg and Morgan Gunst, were David Byrnes, P. Neuman, Gus Simon, I. N. Carlson, F. W. Welch, W. Rouston, N. Clarity and several others. The meeting was followed by another shifting in the personnel of the force, Mr. Neuman being given the management of the Spokane, Wash., branch. His work here will be carried on by D. Byrnes, whose former place is filled by L. Cheney.

M. A. Gunst & Co. are now introducing the "Invincible" size of the "Robert Burns" cigar. The goods are now being shown to dealers all over the territory, and the booking of orders will not begin until the trade at large has had a chance to see the goods.

M. A. Gunst and Morgan Gunst left a few days ago for a trip to Europe.

Ed Marshall, representing the house of Sig. Mayer, is now in San Francisco. He states that he has added an important Manila agency to his other lines, and expects to do a big business with it.

The H. Bercovich Co. is now thoroughly organized, and expects to enter the jobbing field shortly on more aggressive lines than in the past. The company has very attractive displays of the "Flor de Valentine" in all its stores. Victor Thorsch, representative of the "Bachelor" cigar, has been visiting the H. Bercovich Co. He reports splendid progress with his line all over the United States. He is accompanied on the trip by Mrs. Thorsch, and is now making a tour of Southern California.

Harry Robard, representing V. Guerra, Diaz & Co., manufacturers of "La Mega" cigar, spent a few days in San Francisco recently. He is now visiting Mason, Ehrman & Co., his distributors in Portland, Ore., and will remain there for some time.

Marc Brummer, representing Regensburg & Sons, is calling on the local trade this week.

H. H. Manley, representing the American Cigar Company, has just returned from a trip to Portland, Ore.

Arthur Bachman, head of S. Bachman & Co., is preparing to start shortly for an extended trip to Europe. He has given his attention closely to business for a long time past, and desires to get a good rest before starting upon the strenuous work of the Exposition year. During his absence the business will be looked after by Monroe Falkenstein.

Emil Judell left the first of the week for a round of the Nevada towns, and will be away about three weeks.

E. M. Elam, manager of the cigar department of the P. Lorillard Co., spent the week at Portland, Ore.

O. J. Lansing, Coast representative of Sanchez y Haya, has just returned from a trip through the Northwest.

J. A. Neides, of J. J. Gans & Bro., of Los Angeles, passed through San Francisco a few days ago on his way home from Nevada.

Frank Gonzales was arrested a few days ago on a charge of entering Ehrman Bros.' store at 134 First Street, March 8, and stealing 10,000 cigars.

Ellis Cohn, a Los Angeles cigar man, is now in the city.

It is announced that a New York syndicate, which bought a large part of the California tobacco crop last year, will build a large warehouse at Fresno, Cal., with the intention of starting a cigarette factory there later.

A new tobacco-growing promotion scheme is being started at Grass Valley, Cal., where a resident is said to have had good returns from the manufacture of cigars. The Nevada County California Tobacco Co. has been organized there, it is said, with the purpose of experimenting with tobacco growing on a large scale. Those interested are F. H. Bredimus, Fritz Roehnert, Ray Hays, A. H. Mooser and R. A. Bowden.

I. Samuelson, Memphis, Tenn., is taking care of the local distribution of the "New Bachelor," T. J. Dunn & Co.

Moritz Neuberger, of the Griffin-Neuberger Tobacco Company, was in Philadelphia recently, calling on the trade.

Frederick C. Peper

FREDERICK C. PEPER, millionaire president of the Christian Peper Tobacco Company, died suddenly at his home, 4448 Washington Boulevard, St. Louis, Mo., on April 2nd. His death was due to heart disease from which he had been suffering from some time past. He had not been at his office for a week, but had not been confined to his bed. He was fifty-nine years old and unmarried.

Members of the family talked to Peper a few minutes before his brother, Charles G. Peper, of Louisville, Ky., entered the room where he had been reading and found him dead in his chair. Charles G. Peper has been in St. Louis several days on business.

Peper was one of the most widely known men in St. Louis. He lived with his sister, Mrs. Caroline Peper, and her daughter, Miss Estelle Peper Bushman, and, although he had many friends, spent most of his leisure at home. He had the reputation among his acquaintances of being at home by nine o'clock every evening.

At the death of his father, Christian Peper, eleven years ago, he assumed the presidency of the tobacco company, founded by his father. Besides his brother and the sister and niece with whom he lived, he is survived by two nephews, sons of Mrs. Caroline Peper. They are Clarence F. Peper, who virtually was adopted by his grandfather, Christian Peper, and Peter C. Bushman.

Charles M. Logue

Charles McClellan Logue, aged fifty years, a prominent business and club man of Pittsburgh, Pa., died recently at his home, 349 Graham Street, that city.

For a number of years the deceased was president of the Union American Cigar Company and of the American Stogie Company. He was a member of the Duquesne Club, the Pittsburgh Country Club, the Pittsburgh Athletic Association, and the Sons of the American Revolution. He was a director in the Bank of Pittsburgh of North America, and was a member of Allegheny Lodge, F. and A. M.; Cyrus Chapter, R. A. M.; Chartiers Commandery Knights Templar, and of Syria Temple, A. A. O. N. of M. S.

The deceased is survived by his widow, one son and one daughter. His mother, two brothers and four sisters are also living.

Nevin H. Curry

Nevin H. Curry, eighty-one years of age, a retail cigar dealer, residing at 3260 Chestnut Street, Philadelphia, is dead, having lived at the address given for quite a number of years. Mr. Curry is survived by a widow and one daughter.

Charles Schulmerich

Charles Schulmerich, a retired tobacco merchant of Brooklyn, N. Y., died recently of Bright's disease, after a long illness, at his home, 161 East Eighth Street. The deceased, who was fifty-nine years old, is survived by a widow and three sisters.

Henry G. Reiter

Henry G. Reiter, whose home was located at Sixth and York Streets, Philadelphia, and who carried on a wholesale and retail cigar business for forty years, died recently at the above address. Mr. Reiter was a Civil War veteran and is survived by a widow and two daughters.

John Hull

John Hull, a former well-known resident of Lancaster, Pa., died at the Masonic Home recently of pneumonia, having been a resident of that institution for the past several years. Mr. Hull, who was seventy-nine years of age, opened a retail cigar store in Lancaster on West King Street in 1866, where he carried on business for sixteen years, after which he devoted himself to the manufacture and wholesaling of cigars. He is survived by a widow, one son and one daughter.

Harrison G. Shirk

Harrison G. Shirk, seventy-five years old and a retired tobacco dealer, died suddenly of heart disease recently at his home near Harrisburg, Pa. The deceased served in the Seventy-ninth Regiment, Pennsylvania Volunteers, in the Civil War. He was a member of several fraternal organizations in Lancaster. He is survived by a widow, five children, two brothers and three sisters.

James W. Reed

James W. Reed, a widely-known resident of Sioux City, Ia., and a cigar manufacturer of that city, died on March 31st, of apoplexy, at his home, 512 West Eighth Street, that city. The deceased, who was forty-eight years old, is survived by a widow, four sons, his mother, a brother and three sisters.

Heard on Broadway

The annual meeting of the stockholders of the Logan Tobacco Company is being held today, April 15th, at their offices, 107 Liberty Street, where they will elect a new board of directors for the coming year. The call for the meeting was issued by John D. Manton, as secretary.

Quite an attractive display of "La Mega" cigars, V. Guerra, Diaz & Company, is being shown this week in the window of Hoffstetter's Cigar Store, on Beaver Street, near Bowling Green. "La Megas," with the bonded stamp, also are being pushed through the H. M. Miller stores in the downtown section.

Richard B. Cowley, a cigar salesman of recognized ability, has connected with the Martinez-Havana Company and will represent this well known firm in Western territory. He is expected in New York shortly for a conference with Mr. Connor, following which he will immediately start out for his new field.

Joseph Kaften is making his initial trip on the road for the Levi-Kaften Company and is at the present in northern New York. Good reports are being received from young Mr. Kaften, who is a brother of Henry Kaften, of the company. Mr. Levi, of the firm also, has seen to it that his connection is well maintained, and states that his son, Morris J. Levi, is now office manager and assistant treasurer of the company, having assumed his new duties during the past week.

Good humor is prevalent at T. J. Dunn & Company headquarters these days as the result of the increased business being done on the company's well known brands. Orders are coming in continuously, and it is the prediction of this well known firm that the production and sales of 1914 will take a mighty big leap over previous years. Optimistic reports are not only coming in from Pennsylvania, New Jersey and the South, but quite a splendid record is being maintained on the Pacific Coast.

CLUBDOM SMOKING No. 12

The San Francisco Commercial Club

(This is the twelfth of a series of sketches of the leading social clubs of the United States, paying particular attention to the cigar departments, purchasing agents and the favorite brands of each club.)

Articles in this series have appeared on the following clubs:

No. 1—Lambs' Club, New York.
No. 2—Union League, Philadelphia.
No. 3—City Club, Chicago.
No. 4—Olympic Club, San Francisco.
No. 5—The Pittsburgh Athletic Association.
No. 6—The Chicago Athletic Association.
No. 7—The Illinois Athletic Club, Chicago.
No. 8—The Union League Club, Chicago.
No. 9—The Fellowcraft Club, Detroit.
No. 10—University Club, Chicago.
No. 11—Hamilton Club, Chicago.

THE San Francisco Commercial Club stands out as a sort of official "glad hand" of the business community of San Francisco. It is the place where strangers are taken in, and given a more or less formal "welcome to our city," a concrete expression of the community's hospitality. It is, moreover, intended as the home and fireside of the city's commercial life, not only for the welcoming of guests, but for family councils as well; a place where the leaders in various forms of activity can get together to discuss the public welfare.

The Commercial Club is not a place for the tired business man to forget business; it is rather a place for the untiring business man to remember business; not his own little personal affairs, indeed, but those of the community as a whole. It is a place to get together and boost. Unlike clubs of a purely social nature, it is inclusive rather than exclusive. It doesn't ask who your grandfather was, or whether you can tango, or are a member of the "four hundred." If you are a live wire, a booster, a man of affairs with the advancement and upbuilding of San Francisco at heart, the Commercial Club wants you.

The club's quarters are in keeping with its purpose. They are located on the top floor of the great Merchants' Exchange Building, it is in the heart of the city's financial and commercial life, at California and Montgomery streets. On the ground floor below are the principal exchanges, and within a radius of a few blocks are conducted the financial deals which direct the industrial and commercial activities of the Pacific Coast. Yet, in keeping with its ideals, it is raised well above the "fumum et opes strepitumque," giving perspective and breadth of view, physically as well as mentally, over the battlefield of conflicting interests. As they ascend the elevators, men leave behind their bullish or bearish characteristics, and become plain boosters for the common good.

The quarters occupy the entire fourteenth floor, and include a comfortable lounging room, billiard room, public dining hall and bar, in addition to six private dining rooms, which are always engaged about two weeks ahead. These rooms are used mainly by business or semi-official organizations, committees, etc., and are ideal for this purpose, as a quorum of practically any organization or committee connected with business affairs can always be found here between 1 and 2 P. M. The quarters at present are unpretentious in their furnishings and general effect, though plans are under way for many improvements in preparation for the Exposition year. One interesting feature at present is a large painting, occupying the south end of the lounging room, giving a view of San Francisco from the Bay during the fire of April 18, 1906. This painting, by W. A. Coulter, is a never-failing object of interest to strangers and residents alike.

The Commercial Club is the outgrowth of the old Merchants' Club, organized twenty-five years ago with a membership of about 200. After the fire it was reorganized, starting with a few members on Sansome Street near Sacramento. After drifting for several years, it took the present name and quarters, and started a campaign for membership, resulting in a growth from 247 members to about 1400 within three months. It now has about 1500 members. Naturally, the activities leading to the Panama-Pacific Exposition brought the club into great prominence, and practically all the important meetings connected with Exposition affairs, including the entertainment of visitors and commissioners from other states and countries, have taken place within its doors. The membership now includes practically all the more prominent business men of the city; bankers, shipping men, heads of wholesale and retail houses, manufacturers. A few of the more prominent are Charles C. Moore, president of the Exposition; William H. Crocker, A. B. C. Dohrmann, M. H. Robbins. The officers are Allen L. Chickering, president; P. S. Teller, vice-president; Alexander Russell, vice-president; and Clarence M. Oddie, secretary.

With such a membership and such purposes, it is obvious that the Commercial Club well maintains San Francisco's reputation for using large quantities of high-grade cigars. No special facilities are provided for the sale of cigars at present, all the business being done over the bar; though there are a number of boys to look after the requirements of diners in the various rooms. Considering that this is not a residence club, is regularly open only from 8 A. M. to 6 P. M., and does by far the greatest part of its business between the hours of 12 to 2 P. M., an average cigar and cigarette business of $50 to $60 per day is considered a good showing.

The cigar business is personally supervised by Victor Reiter, the house manager, who does all the buying. Mr. Reiter states that the club does not aim to push any brand whatever, but to give people just what they call for; and consequently quite a large assortment is carried. It is, of course, necessary, to draw a line in regard to those interested in unknown brands, who call for them simply to get them introduced; but little trouble is experienced on this score. No cigar cheaper that a "bit," or two for a quarter, is carried, and Manila goods are ruled out entirely. Mr. Reiter says there is quite a large demand for cigarettes, all popular brands of which are carried.

Notwithstanding the lack of emphasis on any particular line, the club's own brand, "San Francisco Commercial Club," made by Boltz, Clymer & Company, Mr. Reiter says is the largest seller. Imported goods make up about twenty to twenty-five per cent. of the cigar sales, and there is not much demand for anything costing over twenty-five cents. Next to the club brand, the "St. Francis," made by Manuel Garcia, is one of the most popular. A great many "Partagas" are sold; and other prominent brands are "Lords of England," "Jose Vila," and "Cristofforo" (a local make). "La Natividad" is another local cigar that has considerable popularity; and such old standbys as the "Van Dyck," "Sanchez y Haya," "Gato" and "Optimo," as well as the "Roi Tan" and "La Amita," are always in demand.

It is interesting to note that the Commercial Club is now preparing to add the thirteenth floor of the building to its quarters, and elaborate plans for its furnishings and decorations are being completed by Architect C. W. Ratcliff. The improvements will cost altogether about $130,000, and of this $60,000 was subscribed by members within two weeks. The fund is now nearly complete, and the changes, which will doubtless involve an increase in the cigar facilities, will soon be under way.

Detroit

March, 1914, Shows Increase Over Previous Year—Perry Bland New Salesman for "Rey-Oma"—Retailers Worried Over Proposed Cigarette Ordinance—"Havana Ribbon" Banners on Delivery Conveyances

DETROIT, MICH., April 10, 1914.

OWING to the Easter holidays, of which there are many for the Polish Catholics—this being the faith of most of the people working in the cigar factories—the majority of concerns making cigars closed down their plants on April 8th to remain closed until the 16th inst. This fact, however, does not cast any bad reflection on the cigar industry for Detroit; it is something that happens each year, and the employers are prepared for it. While there are a few cigarmakers who would be willing to remain at their post during the week in question, the proprietors believe it best to dispense with the operation of their plants entirely, so that when the start is made again everybody is on hand and ready to "pitch in" harder than ever.

Some leaf tobacco salesmen passed the remark the other day that business among the cigar factories was quiet. Apparently this chap did not thoroughly investigate conditions, because, as the following figures will show, the first district of Michigan—which practically means Detroit—made a splendid increase in the manufacture of cigars for the month of March as compared with that month of a year ago:

	March, 1914.	March, 1913.
Cigars	24,467,860	22,526,268
Tobacco	2,274,564 pounds	1,993,798 pounds
Snuff	8,150 "	8,945 "

These figures represent an increase of 1,941,597 cigars for March of this year over last. How then can anyone say that business in the cigar line is quiet? True, the currency bill, the question of increased freight rates, the Mexican situation, and such issues of the day, are causing business men to "go slow," but as for business itself, it is exceedingly good in the city of Detroit, as is most of the other lines of industry.

Albert Worch, of the Wayne Cigar Company, is still in Los Angeles, where he is assisting the Bachman company perfect an organization for the handling and boosting of the "S. & W. Hand-Made," for which they are now jobbers. The Bachman people have been getting shipments of "S. & W." cigars since the first of January, and the sales have been so good that the Wayne Cigar Company now has a standing order to ship no less than 40,000 of this brand of cigars per week. As soon as the Wayne is able to increase its facilities, and put on more cigarmakers, the size of the order will be increased. The Wayne now make only two brands, the "Niles & Moser Hand-Made" and the "S. & W. Hand-Made," having only two accounts, J. S. Bachman in Los Angeles, who take the "S. & W.," and Niles & Moser, of Kansas City, who take an average of 200,000 "Niles & Moser Hand-Made" per day.

Perry Bland, representing Sig. Mayer, of Philadelphia, was in town the first part of the month, and transferred the representation in Detroit from McAllister & Smith to the Revere Cigar Company, who are live wires and who now have a splendid selling organization. "Rey-Oma" is the brand will be pushed very actively for the time being. Mr. Bland, the new salesman in this territory for the Mayer concern, Sig. Mayer having decided to retire from the road, was formerly salesman for Louis Martinez and is very popular in this section of the country. His many friends take pleasure in wishing him success in his new undertaking.

There will be but one cigar store in the New Whitney Arcade, at Woodward Avenue and Grand Circus Park, and running through to Washington Boulevard, which will be operated by Mr. Schettler in connection with a drug emporium. Mr. Schettler is now running three drug stores in Detroit, two of which have cigar departments, they being at the corner of Shelby and Fort Streets and the other in Grosse Pointe. The New Whitney Arcade is now under way and will be completed in about six or eight months. It will be on the order of the Arcade in Cleveland and will be fifteen stories high, the Arcade feature covering about three floors.

One of the best known retail cigar managers in town, William B. Somerville, manager of the Dietsche Store on Woodward Avenue and West Larned Street, died on April 4th of pneumonia after an illness of twenty-four hours at his home, 353 Greenwood Avenue. The Dietsche Store, which handles every kind of smoking novelty, as well as a very complete line of smokes, is one of the most popular in the city, particularly during the summer months. Mr. Somerville was in active charge and did all of the buying and overseeing, while A. C. Dietsche, proprietor, devoted his interests to the wholesale postcard business. Pending a successor to Mr. Somerville, Mr. Dietsche will assume charge of the retail store.

W. M. Gleason has arrived in Marquette, Mich., to take charge of the Upper Peninsula territory for the Liggett & Myers Tobacco Company, Fatima department. He succeeded C. M. Hatch, who has been transferred to St. Paul. He had been in charge of the Upper Peninsula for many months and his departure from the Northern country was very much regretted by the many friends he had made there. He will make St. Paul his permanent headquarters, and will cover the entire State of Minnesota.

Retailers are very much worried over the proposed ordinance recently introduced into the Common Council, and referred to the Ordinance Committee, making it a felony to sell cigarettes where a cigar store is less than six hundred feet distant from a school, and also making it necessary for every cigar store handling cigarettes to pay a license fee of $100 per year. A hearing was scheduled to take place in the Council chamber on Tuesday evening, April 7th, at which the public was to be invited, but it was postponed and will take place at a later date.

The Emblem Cigar Company, Detroit, has been incorporated to the extent of $1000 for the purpose of manufacturing cigars.

P. M. Roach, a man of long experience in the cigar business, has assumed charge of the cigar department of the Habeltine & Perkins Drug Company in Grand Rapids, Mich., who are wholesalers, and will call on the druggists handling cigars throughout the western part of the state. Mr. Roach was formerly with the Lee & Cady cigar department in Detroit.

The Post Tavern in Battle Creek, Mich., has recently installed a new humidor for its cigar department capable of holding 14,000 cigars.

The Mehrtens Hotel owners announce that a new hotel will be built in Grand Rapids, Mich., which will have over three hundred rooms and cost over $750,000, to be one of the most modern in the state.

A duck is taking walks every day in the down-town streets of Detroit advertising "Miss Detroit" cigar, which is made by the Mazer Cigar Company and jobbed now by McAllister & Smith. For a few days an advertisement was put in the daily papers telling exactly where the duck would be at certain hours of the day. This unique form of getting publicity has proved a winner, not only from the standpoint of arousing public curiosity, but also from the point of increased sales.

Detroit feels proud of its beautiful electric signs in the down-town district, but particularly so of three of them; one is the "Fatima" sign on top of the Barbour Building, Monroe Avenue and the Campus, the sign facing the Campus; another is the "Pastora" sign at the corner of Woodward Avenue and Adams Avenue, west; this is a flash sign, containing a reproduction of the cigar box label with the words "Pastora" at the top and "Cigar" at the bottom; the third sign is that of the Lillies Cigar Company, advertising the "La Azora" cigar, which is located at the corner of Woodward Avenue and Jefferson, and is similar in design to that of the "Pastora," the cigar box label being reproduced with the word "La Azora" on top and the word "Cigar" at the bottom. Both of these cigars are made in Detroit.

Mr. Ackerman, general sales representative with Mr. Pendas, of the firm of Pendas & Alvarez, manufacturers of the "Webster" cigars, paid Detroit a visit the latter part of March, remaining a few days. Mr. Pendas said he had been hearing considerable about Detroit in the past four or five years, but never had an opportunity to get there before this. It is hardly necessary to add that Mr. Pendas went away with a wonderful impression of the town, to say nothing at being highly elated because of the large sale which the "Webster" cigar has in Detroit.

John Jasperse has sold his interest in the Princess Juliana Cigar Company, of Grand Rapids, Mich., to his former partner in the same business, Joe Steghuis, who will continue the factory at the same address and under the same name.

George Littlefield succeeds A. W. Jahrus in the cigar and tobacco business in Traverse City, Mich.

Practically all of the boats running out of Detroit have opened their regular season, which means that the consumption of cigars and cigarettes will be materially increased, most of the goods being purchased from Detroit jobbers.

A small safe in the cigar store of Shahwan Brothers, 1564 Mt. Eliott Avenue, Detroit, was broken into on March 31st and $93 in cash taken. The burglars also supplied themselves with a liberal quantity of cigars and cigarettes.

Frank Calabreese has purchased the Wallingford restaurant, cigar and tobacco stock in Owosso, Mich., at chattel mortgage sale, the consideration being $275.

G. J. Johnson, of the G. J. Johnson Cigar Company in Grand Rapids, has returned from a hurried trip to Chicago. Mr. Johnson says that the sale of "Dutch Master" cigars is showing an increase every month over the same month of the previous year, and that the increase is a good, big one. Guy Caverly looks after sales of this cigar around Grand Rapids territory.

Clarence Barkley succeeds John Hinkle in the restaurant and cigar business on East Main Street, Kalamazoo.

J. L. Marcero, of the J. L. Marcero Company, Detroit and Pontiac, has returned from a trip to Florida. He visited Tampa and was taken through some of the leading cigar factories.

Frank Stevens succeeds George E. Bayley in the restaurant and cigar business at 113 South Washington Avenue, Lansing.

F. Brady has opened a restaurant and cigar store in Mulliken, Mich.

Frank Smith, who operates the cigar stand in the Hammond Building, is also doing nicely as the lessee of the cigar stand in the Palestine Lodge, which association now has separate club rooms in a building which it owns at First and Fort Streets.

Business in the cigar department at the Wolverine Club in the Springfield Building is picking up. On account of increased membership the club recently took another floor of the building and installed several pool and billiard tables.

(*Continued on Page 37*)

Haas-Baruch & Company Prepared "To Deliver the Goods"

The well-known Los Angeles house of Haas-Baruch & Company has determined to increase their facilities by adding an automobile to their cigar department delivery service.

This company represents the Jose Lovera Company, in California, and is doing a wonderful business. They are also distributors of the famous "Charles Denby" smoke, which is a great favorite along the Coast.

Los Angeles

Big Campaign on in Interest of "Jose Lovera"—"London Life" Cigarettes Taking With Smokers—Klingenstein Company Thinks Business Good—Mussatti-Boggio Company Gets First Shipment of "Reynaldos"

LOS ANGELES, CAL., April 5, 1914.

D. E. ALBERT, formerly connected with Valrance & Woodward Cigar Company, has severed connections with that firm and has leased the store at 217-219 West Sixth Street for a term of two years. He expects to open for business on the sixteenth of this month, his first retail cigar store in this city. He has not spared a cent to fit his store up with the best of everything for his trade.

J. A. Neides just returned from the San Joaquin Valley and can be seen these days preaching "La Natividad" and "Lawrence Barrett" to the trade.

One of the strongest campaigns has just been mapped out by Ike Wentworth, representing the José Lovera Company, of New York, manufacturers of the "Lovera" cigar, handled and distributed in this territory by the hustling house of Haas-Baruch & Company. Mr. Wentworth and Wm. Veith, city salesman for Haas-Baruch & Company, are both working with much success on the new "Lovera," Presidents and Carnival sizes. These two exquisite sizes are moving with splendid results.

W. A. Frutiger, representing the P. Lorillard Company, is paying a visit to Anthony Schwamm, the Coast representative for P. Lorillard Company. Mr. Frutiger is very much pleased with the way the "London Life" cigarettes are moving, these cigarettes being placed but a very short time ago, but with the able assistance of Mr. Schwamm and his salesforces this brand of cigarettes is becoming fast a leader.

"Union Leader" tobacco in ten-cent tins are being offered to the trade with lead pencils, silver mounted, for one price of ten cents. This bit of advertising is placing "Union Leader" up to the front very fast.

Charles Smith is working in conjunction with Beck & Company carrying on a window campaign and distributing the new size of "Rosa del Valle" cigars. He is meeting with splendid results.

Some of the jobbers hereabouts say business is not as good as it should be. The Klingenstein Company are of contrary opinion, claiming they cannot get enough "Cinco" and "Y-B" to supply their trade.

The House of Quality has some elegant window displays of "Duke of York" and "Milo" cigarettes. Also showing "La Preferencia" cigars. They are showing the different sizes. W. A. Pichar, manager of the house, reports business very good.

"Milo" cigarettes, in yellow labels, are being extensively pushed by the Klingenstein Company. "Cinco" and "La Preferencia" are reported as moving satisfactorily with the above house.

C. W. McCormick and Mr. Alvarez were recent visitors, calling on the Klingenstein Company.

Fred Barman & Brothers are showing nice window displays this week in their eight stores of "Jose Vila," made-in-bond, by Berriman Brothers. This splendid cigar is shown to advantage in every one of these displays. M. A. Newmark & Company are distributors for this brand in this territory.

Cameron C. Trau, manager of the cigar department of Haas-Baruch & Company, reports business as good. He is putting out a new cigar in a tin box called the "Coupon" broadleaf smoke. The initial sales of the "Coupon" cigar are entirely satisfactory to Mr. Trau.

The Mussatti-Boggio Cigar Company received the first shipment of "Reynaldo" cigars, manufactured by Luckett, Luchs & Lipscomb, of Philadelphia, Pa. They are very much pleased with the way placements are being made for this cigar. They are also working on a new five-cent cigar, manufactured by the same firm, called "Piquant."

Marc A. Brunner, of E. Regensburg & Sons, is working the "American" and "Admiration" cigars to good advantage.

The Klingenstein Company have put on a young man, W. B. Richardson, to work Surbrug's products exclusively. He will look after "Duke of York," their new fifteen-cent cigarette; "Arcadia" and "Golden Sceptre" and "Floss Cut" tobaccos and "Zig Zag" papers.

The A. B. Greenwald Cigar Company have out at the present time about forty window displays of the "Ruy Lopez" cigar and is being well distributed by the above named house.

H. Gladstone, representing Bondy & Lederer, is making a strong campaign on "Tom Keene" and "Lawrence Barrett" cigars. J. J. Gans & Brothers are distributors for these cigars in this territory. They are just commencing to catch up with back orders, this state of affairs being brought about by a shortage of goods.

ALKALI.

Scranton Cigar Company Buys Property

Rosenthal & Fleishman Company, of New York City, operating in Scranton, Pa., as the Scranton Cigar Company, have recently purchased the factory building and ground occupied by them at Jefferson Avenue and Ash Street. The factory is a large one and it is stated that about four hundred hands will now be employed. The price consideration is said to have been $21,000.

Lawrence Tobacco Jobber Marries

Fred Tepper, of Lawrence, Mass., a wholesale tobacconist, of 40 Hampshire Street, was married recently to Mrs. Fannie Miller. Mr. Tepper is well known in the city of Lawrence.

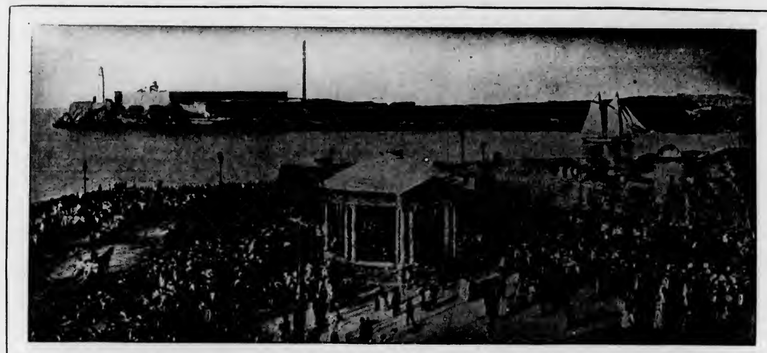
Patterson Tobacco Company to Increase Capital

The stockholders of the Patterson Brothers Tobacco Company, Incorporated, Richmond, Va., have authorized an increase of $250,000 capital stock, making a total capitalization of half a million dollars.

This increase was found necessary in order to care for the rapidly-growing demand for "Whip" smoking tobacco. The success of this brand has been phenomenal.

The Pattersons are famous for their more than a half century policy of "merit to win," believing in full tobacco quality and no coupons or presents.

Their other brands are "Queed" pipe smoking tobacco and "Green Turtle," three for five cents, cigars.



The Cuban Market

From Our Exclusive Bureau

Havana, Cuba.

HAVANA, April 8, 1914.

UPON April 3rd rains fell in the Vuelta Abajo, which produced the necessary blandura (humidity) to enable the veguеros to handle the dried leaves hanging on the poles, and place them into bundles. However, the experienced farmers, who understand their business, prefer to await the second blandura before commencing operations, as the first one is often enough followed by another drying spell, which prevents the fermentation process from being a perfect one. As there is no urgent need for the new leaf to come to our market, it would be wiser if every veguero should be conservative and calmly await for the second, or real blandura, to take place, but unfortunately there are always some people that cannot afford to conform to the advices of experienced veguеros, and who will bundle and pile their tobacco in a hurry under the erroneous impression that by being the first in the field they will stand a better chance of disposing of their leaf. In most cases they will discover their mistakes later on, as the buyers will either refuse to take hold of their packed tobacco, or will only pay very low figures for same. As we have quite a relatively large stock of old leaf unsold in our market, and the demand is slack for it, the chances of seeing a revival in the demand at an early date do not appear to be promising at the moment.

Don Avelino Pazos stated that he will begin his escogida on the fifteenth of April, in Bejucal, of his renowned vega, "La Lechuga," as he has had his temprano leaf in piles for about four weeks already, having taken advantage of a blandura in the Partido region at that time. This part of his crop has been planted before the rains of last November, which had done no harm to the vigorous young plants, and on the contrary benefited them. Later on, having seedlings, he continued his planting operations right after the November rainfalls, so he has been fortunate in harvesting an early crop.

There are no particular news from the Santa Clara province, although we presume that the light part of the crop perhaps may be packed during the month of May, while the heavier portion could not be handled the earliest before the month of June. The trouble with Remedios this year will be that the crop will be large and unless our packers could purchase the same at considerably lower figures than last year the veguеros would have to do their own packing. Our packers lost money on the 1913 crop.

Our leaf market has continued very dull, owing to the absence of American buyers in town. Evidently the latter are waiting for more concrete news of the 1914 crop before they will commence operations. In the meantime, as business in Tampa seems to be improving, and the manufacturers are diminishing their stocks stored here, the conditions for the future are shaping themselves in a more satisfactory manner. A few commission merchants and a firm with a New York connection operated moderately for the United States. A lot of Oriente leaf was bought and shipped to Bremen, the exporters to South America made a few transactions, and our local cigarette manufacturers increased their holdings of leaf, as well as a limited number of cigar manufacturers. Prices continued to favor buyers.

Sales, during the past fortnight only reached 5470 bales, consisting of: Vuelta Abajo, 2554; Partido, 349; Remedios, 1830, and Oriente, 737 bales.

Buyers were: Americans, 1817; exporters to Europe, 781; shippers to South America, 520, and our local manufacturers of cigars and cigarettes, 2352 bales.

Exports of leaf tobacco from the port of Havana for three weeks ending April 4th were: To all ports of the United States, 11,508 bales; to Bremen, 740; to London, England, 44; to Buenos Aires, 685; to Valparaiso, 178; thus making a total of 13,155 bales.

Receipts of Leaf Tobacco From the Country.

	For Two Weeks Ending April 2, 1914.		Since January 1, 1914.	
Vuelta Abajo	495	bales	5,785	bales
Semi Vuelta	336	"	735	"
Partido	....	"	203	"
Remedios	1,174	"	5,743	"
Oriente	7	"	846	"
Total	2,012	"	Total 13,312	"

Buyers of Leaf Tobacco That Come and Go.

From New York: G. M. Menendez, of Menendez & Gonzalez.

From Tampa: Facundo Argüelles, of Argüelles, Lopez & Brother; Celestino Vega, of Celestino Vega & Company.

From Hamburg, Germany: Hermann Hoffmann.

Returned—From Panama: Pepin Rodriguez, senior partner of the Romeo y Julieta S. A., and Baldomero Fernandez, of Fernando Fernandez & Hermano.

Departures—To Boston: L. W. Scott.

To New York: Wm. B. Houston.

To London: William C. Smith, Sir Herbert Praed and Arthur Klingenstein.

To Liverpool: John Turmeau.

Cigars.

Our exports of cigars from the port of Havana during the month of March this year, and the comparison with last year, show the following figures, viz.:

From March 1 to March 31, 1913,	13,331,495	cigars
From March 1 to March 31, 1914,	12,678,128	"
Decrease during the month of March, 1914.	653,367	"

There are seven countries which show decreases over 50,000 cigars during the past month, as compared with 1913, thus:

Great Britain and Ireland	781,470	cigars
United States	218,110	"
Chile	207,553	"
Argentine Republic	184,813	"
Canada	135,500	"
British Africa	58,620	"
Brazil	52,320	"

Three countries show increases in the same period of time, viz.:

Spain	599,470	cigars
Australia	341,015	"
Germany	78,419	"

The total exports of cigars from the port of Havana from January 1st to March 31st in both years compare as follows:

From January 1 to March 31, 1913,	40,924,755	cigars
From January 1 to March 31, 1914,	37,673,567	"
Decrease during the first three months of 1914	3,251,188	"

Of the principal countries which show decreases there are six, viz.:

United States	1,708,255	cigars
Great Britain and Ireland	1,688,785	"
Canada	751,864	"
Argentine Republic	571,772	"
Chile	485,715	"
Italy	91,500	"

We note increases in five countries thus:

Spain	1,306,495	"
Australia	721,706	"
France	115,168	"
Peru	110,000	"
Germany	51,845	"

The above figures indicate that the turn in the tide has not come yet, and it is not likely that we shall see a change for the better for the next three months to come, although we confidently hope that the second half of this year will make up for the present shortage.

Romeo y Julieta has seated a few more cigarmakers in order to fill some rush orders from the United States, which surely proves that stocks of cigars must be low. Don Pepin Rodriguez enjoyed his trip to the Panama Canal, and speaks in glowing terms of this wonderful undertaking.

Partagas has not reduced the number of its cigarmakers since the holiday season of last December and is well supplied with orders.

H. Upmann & Company are working steadily on a good order slate from the chief consuming countries.

Henry Clay and Bock & Company, Ltd., state that they are busy and have no fault to find.

(Continued on Page 35)

Por Larrañaga is not lagging behind; on the contrary, while business is not as brisk as during the rush times before the holidays, orders are coming forward in fair shape.

Sol has received some good sized regalia orders from the United Kingdom at high prices.

Flor del Fumar is holding its own, as the factory is ahead in orders as compared with last year.

Castañeda and Fonseca does not care to say much as regards business, but judging by the number of people employed it is easy to see that the factory must be working good.

Punch, Hoyo de Monterrey, La Flor de A. Fernandez Garcia, La Flor de José Otero, Eden, Belinda, La Flor de Tomas Gutierrez, El Rey del Mundo and C. E. Beck & Company are all working in accordance with the season.

Leaf Tobacco.

Emilio Muñez, the senior partner of Muñez & Company, at 81 Reina Avenue, begs to state that he has not been connected with the firm of Loeb-Nuñez-Havana Company, of Philadelphia, for some time back and that he has no interest whatsoever in the above named company.

Sobrinos de A. Gonzalez were sellers of 908 bales of leaf tobacco of all kinds during the last two weeks.

Francisco R. Diaz, of the firm of V. Guerra, Diaz & Company, of Tampa, was a buyer of 475 bales of choice vegas from the Vuelta Abajo.

Herrea, Calmet & Company closed some transactions, amounting to 550 bales of Remedios leaf, principally first capaduras.

Cifuentes, Fernandez & Company, the owners of the Partagas factory, were buyers of 673 bales of leaf from the Vuelta Abajo.

José C. Puente & Company disposed of 300 bales of Remedios and Partido tobacco to their customers.

Henry Clay and Bock & Company, Ltd., purchased through the Cuban Land and Leaf Tobacco Company 770 bales of Vuelta Abajo.

Ernest Ellinger & Company have removed their warehouse from 35 Estrella Street to 15 Salud Street.

Exporters of leaf tobacco from the port of Havana for the last three weeks, ending April 4, 1914, and above 200 bales, were:

Virgilio Suarez	2,711	bales
Maximilian Stern	2,385	"
Mark A. Pollack	1,111	"
Garcia & Company	612	"
J. Bernheim & Son	592	"
Ernest Ellinger & Company	562	"
Sobrinos de A. Gonzalez	304	"
Henry Clay and Bock & Company, Ltd.	303	"
Bridat & Company	284	"
Rodriguez, Menendez & Company	284	"
F. Rocha & Company	280	"
M. A. Suarez & Company	273	"
Leslie Pantin	264	"
Manuel Suarez	260	"
Selgas & Company	254	"
M. A. Gunst & Company, Inc.	230	"
I. Kaffenburgh & Sons	229	"
J. F. Berndes & Company	224	"
Perez, Capin & Company	223	"
Diego Montero	220	"

ORETANIV.

Prince Company Will Market Ten-Cent Brand

Shortly after the first of May, the Prince Cigar Manufacturing Company, which recently embarked in business in Trenton, N. J., with a factory on High Street, will put on the market, their first offerings in a ten-cent grade of high-class Havana and Sumatra wrapper cigars, under the brand name of "Hall of Honor."

The company reports that they have been so rushed with orders on their "Red Magnet" five-cent goods, since they started in business that they have not had the cigarmakers necessary to get out the new ten-cent goods, but the packings are all ready now, and they hope to be ready to market in three weeks at the latest.

Fire Sweeps Hartford Cigar House

Fire recently gutted the wholesale and retail tobacco shop of Max G. Sandler, of 232 Trumbull Street, Hartford, Conn., and destroyed upwards of 12,000 cigars. He estimates his loss at $2500, which is covered by insurance. The fire was caused by an oil stove being accidentally kicked over in the cigar store.

Fire Burns Out Cigar Store

Fire and water ruined the stock in the cigar store of Max Gold, 30 North Main Street, Paterson, N. J., recently. The loss on the cigars, cigarettes and tobacco amounted to $500, covered by insurance. The loss to the building is about $300.

Cleveland

Outlook for Increasing Business Good—"La Saramitas" Are Having Big Sales—Petition Circulated to Close Saloons at Ten P. M.—Sunday Closing Law Brings Cigar Dealers to Court

CLEVELAND, O., April 11, 1914.

THE weather opening up here has brought on a big increase in business, and things in general look very good for an increased spring business. The traveling men from all over the country coming in here report prospects for a splendid year.

Fred Singer, of S. Rosin & Sons, was in town the past week and says that business is unusually good all over his territory.

J. B. Shields, of the Shields-Wertheim Company, has just returned from a trip through the Central States, and reports business is very good on "La Saramitas" and "Saramita Fives." He went over this territory with Bert Smith, who is just recovering from his recent illness.

J. C. Leverence, of the above-mentioned firm, has left for a trip through the Southern States and will put on a big campaign of "Saramitas" and "Saramita Fives" in this section and expects to be gone quite a while. Local business in "Saramitas" and "Saramita Fives" is showing a steady increase, which is due a great deal to the unusually heavy amount of advertising that the Shields-Wertheim Company are doing in the local market. They have put on a window campaign which has been very effective.

Grover Mendelsohn, of the Mendelsohn Cigar Company, left for his home in New York, where he will spend a few days visiting his folks.

Mr. Mitchel, of the Euclid Arcade Cigar Store, reports his business is showing a steady increase. Mr. Mitchel should make his stand very good, as he is working up a big acquaintanceship among the boys, which is unusual for a stranger. Mr. Mitchel was originally from Boston.

Fred Gollmar, of Gollmar Cigar Company, claims that his business is showing a big increase over last year. All his stores are running away ahead of their last year's business, which is a very good showing for this time of the year. The Gollmar Cigar Company has installed the best system of keeping their cigars in good condition that there is in this section.

They pride themselves in the fact that they have a minority of dissatisfied customers.

The Federal Cigar Company, located on East Sixth Street, are coming ahead nicely. They are right in the heart of the down-town district and cater to a big patronage.

There is a petition being circulated throughout the city to close all saloons and drinking places at ten o'clock. They have already secured thousands of signatures to this new reform measure, and it is entirely possible that they will force a ten o'clock closing ordinance. All these new-fangled rules and regulations are causing the wet-goods merchants no end of concern and worry. If this new measure is forced through it will affect the cigar and tobacco industry to the extent of thousands upon thousands of dollars.

They have not recuperated from the abandoning of the dice game as yet, and this new turmoil would set them back still farther.

Some new fanatics popped up here during the past few weeks and started to enforce the closing of every store of any description on Sundays. They caused the arrests of scores of confectionery and cigar store proprietors and took them before a justice of the peace in one of the suburbs and fined them. It was kept a deep mystery as to who were the perpetrators of this new fanatic scheme, until the police force became active and had all involved arrested. When they had them all in tow they found that they had a young girl who was swearing out the warrants, a justice of the peace and several others. It came out when they were questioned that it was a new money making scheme.

J. W. Klein, representing Larus Brothers Company on "Edgeworth" and "Qboid" tobaccos, expects to leave shortly on a trip over the territory. Mr. Klein is enjoying much success with these brands.

Sam Haas, who is running the cigar store in the American Trust Building, is coming ahead with leaps and bounds. He is handling a high grade line of cigars, tobaccos and smokers' articles of all kinds, which is winning the approval of his ever-increasing trade.

Morris Gluckman, who is operating several stands in the down-town section, reports business as being entirely satisfactory. He handles a big line of popular goods along with several private label brands of his own.

The Unger Cigar Store, located at 1050 Euclid Avenue, changed hands the past week and is being run by F. H. Cofall, who also operates the barber shop in connection. Mr. Cofall should build up this business to big proportions, as he is well known in this section, having been in the barber business around the Euclid Avenue corners for a great many years.

Charley Schutthelm, manager of the cigar department of the Standard Drug Store in the old Arcade, is making the natives around there sit up and take notice. He is constantly increasing the patronage of this stand and is holding the trade by his genial personality and good fellowship.

JERRY.

Leaf Tobacco Notes

PENNSYLVANIA

LANCASTER, PA.

The movement to form a pool in Lancaster County is making some headway, but is not taken seriously by many of the prominent tobacco men. Some of them seem to favor it, and one tobacco packer remarked the other day to a representative of the "Tobacco World" that he hoped the pool would be formed and that they would stop growing tobacco in Lancaster County for about three years. He said that then some of the packers might be able to sell the Pennsylvania that has been accumulating for a number of years.

The crop is not considered a good one, and it may be for this reason that buying is practically at a standstill. The growers are complaining that the local packers are not buying their crops, and the answer has been given that their prices, until recently, have been too high.

With excellent old tobacco of the 1911 and 1912 crops only bringing 15 to 16 cents a pound, the packers felt that it was unreasonable for the growers to ask 10 and 11 cents for the new crop. As it costs four cents a pound to put a crop on the market a year after it is packed, there could be little or no profit at 10 or 11 cents paid the grower.

Besides, the local leaf trade is very dull. In the past week a number of factories in Lancaster have shut down because of lack of orders.

WISCONSIN

EDGERTON, WIS.

At prices ranging from eight down to six cents considerable leaf, heretofore neglected, has been moved and the movement now under way is likely to clean up the balance of the crop in short order. The indications are that very little will be left in growers' hands by the time the seed is sown for another crop.

The warehouse help is thinning out as the spring approaches, but there is work in sight with the larger operators for several weeks yet. The bundle bulks remain in prime condition for handling.

The market for old leaf reflects of the nature of the eastern centers, which is reported dull at this time of the year.

The almost impassable condition of the country roads has pretty effectually interfered with tobacco movements from the farms during the week. However, the cheaper end of the crop for stemming purposes is being sought after with more vigor than at any time of the season.

CONNECTICUT

SUFFIELD, CONN.

May 1 is the date set for the establishment of the sub-stations of the United States Weather Bureau in the Connecticut tobacco belt. It is hoped that the service will be able to benefit the growers by forecasting storms and frosts. The stations will be sub-stations located at Suffield, Hazardville, Tariffville and East Windsor Hill.

Ewald Wever, who packs for Kaiser & Boasberg, of Buffalo, N. Y., has closed down his large warehouse. A number of girls will be retained to finish up the work in the bulk sweat tobacco.

The 56-acre farm, known as the George S. Phelps place, has been sold to Thomas J. Byrnes. The farm consists of 14 acres of tobacco shed room, and is made up of three strips of land and a large farmhouse.

The trustees of the estate of the late L. P. Bissell have sold the 60½ acres of the Sheldon Street section to Matthew Leahy, who is the packer for the American Cigar Co. The plot contains 50 acres of tobacco land, with shed room for hanging that amount of tobacco.

Many farmers are already testing tobacco seed. Fertilizer is now arriving on the railroad sidings, and appearances indicate that the crop to be raised will be a large one.

KENTUCKY

OWENSBURG, KY.

Two of the tobacco growers' organizations in Western Kentucky have voted unanimously to curtail the tobacco acreage. These organizations are located in what is known as the stemming district, where prices in the last two years have not been satisfactory to the producers.

Tobacco prices unquestionably would be better if the growers did not overreach themselves in acreage. It is not an easy matter to limit production. A movement by organized growers to reduce the acreage usually results in a corresponding effort on the part of independent growers to put out larger crops. It is a fact also that some of those who vote for the curtailment of acreage expect the other fellow to do all the curtailing.

The growers' organizations are trying to systematize the production and marketing of tobacco and in truth system is greatly needed. So long as so many of the tobacco farmers sacrifice quality while striving for quantity in their crops, there will be complaints of unsatisfactory returns.

THE CAROLINAS

GEORGETOWN, S. C.

Three weeks ago it was estimated that the tobacco crop would suffer hurt of only about 10 per cent.; now the estimate runs as high as 33 per cent., assuming that the remainder of the season will be favorable. It is practically certain, too, that the harvest will be two to three weeks late, which is expected to have some bearing upon the price that will be received for the output of the tobacco fields.

GREENVILLE, N. C.

Farmers now find that all tobacco plants have not been killed and are preparing for a big crop. The fact that the crop will be late may make the crop not so good. Many beds are showing young plants, but last year this time many had plants near large enough to set out. The last snow did not hurt the beds at all it now seems.

A gentleman speaking of the crop a few days ago said it would be the largest ever grown if plants could be had. He said that over in Greene County there would be no setting out of tobacco this year, as all open land had been sowed for beds and that all that would have to be done would be to thin out the beds and cultivate those plants that are left. Many new barns are being built and more marwets are expected to be in operation next season. But it will be a late crop and a late crop means a poor crop. And a tobacco man remarked a few days ago that prices may be expected to be cut in half compared to last season.

Mail Order House Plans to Include Cigars

Plans are in the air for the establishment of a large mail order house in Chicago, which will pool the interests of a number of the smaller mail order houses of the city and will handle a large variety of goods, including cigars and tobacco. The idea was developed among the heads of a number of the mail order houses mentioned. Owing to the fact that the large catalogues put out by the more pretentious mail order houses have such a wide circulation and make such a prepossessing appearance it has been found impossible for the smaller houses to compete with their humbler catalogues with the smaller distribution. Capital to the extent of $25,000 is said to be involved in the new plan. The money is all ready, say the promoters. In the mind of the writer, however, who has seen many a stupendous combine formed on paper, there are certain conditions which will prevent such a plan from ever becoming a reality. The idea, in spite of this fact, seems thoroughly practical.

Lithograph Salesman Robbed of a Valise

Henry Voice, Jr., representing the firm of Kaufman, Pasbach & Voice, art lithographers, in the State of Pennsylvania, while in the Quaker City recently, was robbed of his valise. He reported the matter to the police and a detective placed on the case promptly advertised in a daily newspaper for the return of the article. The following morning the detective was at breakfast when a man called at his home with the valise. He evidently expected a reward and was surprised to find himself under arrest. He then attempted to escape, but a couple of shots from the detective's revolver caused him to surrender. As the man was walking along with the detective he pointed out a man whom he said had given him the valise. The second man was also arrested and both were held under bail for a hearing.

Small Fire in Utica Tobacco Store

Fire and water recently caused a loss of about $300 to the stock and fixtures of the cigar store of C. A. Whelan & Company, located on the Busy Corner, in Utica, N. Y. A large amount of goods in the back room was saved from damage owing to the fact that they were in sealed cartons. The assistant manager of the store had $100 in a cigar box in the rear room, and $200 in the safe. He was much relieved to find that the cigar box containing the $100 had not been destroyed.

Recent Incorporations

Llanz Company, Chicago, Ill. Capital, $30,000. To deal in cigars, tobacco, etc. C. M. Aldridge, James Donahue and Thomas Redding.

Seed Leaf Tobacco Growers' Company, Millersville, Pa. Capital, $300,000.

E. A. Fuller Tobacco Company, Hartford, Conn. Capital, $50,000. To buy, sell, cultivate tobacco and to deal in smokers' supplies. The incorporators are E. A. Fuller, William S. Fuller, Harold F. Pease and Jeremiah Connor.

Starr & Reed Tobacco Corporation, Philadelphia, Pa. Capital, $800,000. For the manufacture and sale of tobacco and its products. The incorporators are J. B. Reilly, Browns-Mills-in-the-Pines, N. J.; C. T. Tait and M. T. Reed.

C. Drucklieb, Manhattan, N. Y. Capital, $20,000. Tobacco. H. Drucklieb, Henry L. Drucklieb and Paul L. Drucklieb.

Farmers' Tobacco Company, Louisville, Ky. Capital stock, $25,000. Subscribed, $16,050, by S. S. Meadows, K. P. Hill, T. B. McKinne, D. F. McKinne, Malcolm McKinne, J. N. Harris, G. C. Harris and J. P. Hill.

Z. W. Lyon Company, Oxford, N. C. To conduct tobacco sales warehouses and deal in leaf tobacco. Authorized capital stock, all subscribed, $6000. Incorporators, Z. W. Lyon, V. W. Critcher, W. J. Webb and W. H. Hunt.

Joachim Cigar Company, St. Louis, Mo. Capital, $12,500. The incorporators are H. J. Joachim, Ray Joachim and Charles Maynard.

DETROIT

(*Continued from Page 32*)

The new cigar store of Edward C. Shauroth in the Richter Hotel Building is a great improvement over the old one. The fixtures are practically all new and the arrangement of the cases has improved its appearance one hundred per cent. Instead of being dreary it is now flooded with electric lights and is very attractive from the outside as well as on the interior.

A. J. Knepley, formerly sales manager of the Harry W. Watson Company, resigned the first of April and is now working the Middle West territory for Ruy Suarez & Company, and will boost for the "El Planco" cigar.

The Watson Company in Detroit have equipped a number of their delivery wagons and automobiles with large banners advertising the "Havana Ribbon" cigar.

Visitors: Gordon Mendlesohn, of the Falk Tobacco Company; E. E. Penner, of E. Rosenwald & Brother; Harry Nathan, of E. Spingarn & Company; Fred Singer, of F. Rossin & Sons; Steve Friend, Billy Levinson, of J. Bernheim & Company; Walter Eisenman, of Eisenman Brothers, of Cincinnati; J. J. Eisenman, of Griffin-Neuberger Tobacco Company; J. B. Shields and Bert Smith, of The Shields-Wertheim Company, of Cleveland.

C. P. Chich, formerly assistant manager of the Detroit district for the American Tobacco Company, plug department, has been placed in charge of the forty counties in the northern part of Michigan, and will make his headquarters in Marquette.

The last cigar in the factory of the Spiets & Worch factory, Detroit, was made on Saturday, March 21st. Since that time all of the fixtures and stock have been disposed of and the manufacturing will take place at one of the Eastern factories of the United Cigar Manufacturers Company. The present building at 722 East Forest Avenue is being offered for sale. Manager Schloss, who has charge of the plant since January, 1913, and G. Franklin Nale, superintendent, will be transferred to the East.

AL U. THORNBURG.

LOVERA
CLEAR HAVANA CIGAR
Made under U. S. Bond by
Jose Lovera Co.
TAMPA, FLA.

It Becomes An Established Habit

¶ For the consumer to ask for a "La Tonia" after he has smoked the first one. If you have not already placed an order for "La Tonias", do so at once and get your customers in the habit of smoking them. There is no high-grade cigar made that appeals more quickly to the connoisseur than does the "La Tonia". Our orders on the Longfellow size have almost doubled in an unbelieveable period.

¶ For the present we will be able to open only a few more jobbing accounts and it will be case of "first come, first served".

¶ Retailers desiring to stock this brand will do well to send their requests to their jobbers early, or inquiry at the home office will bring the address of your nearest distributor.

THE SMOKE OF PLEASURE

"LA TONIA"

Sizes:
Longfellow 10c. Imperiales 15c. Perfecto 10c.

N. B. Jobbers desiring this brand should write at once to

JOHN STEIGERWALD & CO., Inc. 2411-13 No. Howard St. PHILADELPHIA, PA.

"LA TONIA LONGFELLOW" Smoked by discriminating men since 1895

Patents of Interest to Tobacconists

1,079,581, Cigar machine, O. Preissler, Grossauheim, near Hanau, Germany.

1,079,608, Elevator for green tobacco, S. Schmidt, Farmersville, O.

1,079,027, Combined cigar cutter and lighter, G. H. Schroeter, St. Louis, Mo.

1,078,034, Cigarette making machine, C. Cazen, Montreal, Can.

1,078,427, Treating tobacco scrap, C. F. Gloystein, Henderson, Ky.

1,077,903, Cigar machine, B. T. Burchardi, New Yo. N. Y.

1,077,513, Tobacco supporting lath, D. Eagleson, East Granby, Conn.

1,077,886, Cigar machine, H. S. Marsh, New York, N. Y.

1,077,744, Tobacco box, W. Parker, Dunbar, W. Va.

1,076,867, Apparatus for treating pipe bowls, H. S. Chapin, Rockville, N. Y.

1,077,148, Smoking pipe, J. D. Maier, Charlestown, Md.

1,076,901, Means for stringing tobacco leaves, J. Merritt, Hartford, Conn.

1,076,902, Machine for stringing tobacco leaves, J. Merritt, Hartford, Conn.

1,076,583, Cigar lighter, O. G. Klugel, Indianapolis, Ind.

1,076,163, Device for pressing cigar molds, F. M. Shirley, Warren, Pa.

1,076,007, Cigar wrapper, E. N. Gilfillan, Syracuse, N. Y.

1,076,008, Cigar wrapper, E. N. Gilfillan, Syracuse, N. Y.

1,075,835, Cigar moistening apparatus, J. Litchfield, Kansas City, Mo.

1,075,867, Cigar box humidor, J. A. Simpson, Chicago, Ill.

1,075,189, Cigar machine, B. T. Burchardi, New York, N. Y.

1,075,008, Cigar lighter and cutter, A. Gray, New York, N. Y.

1,074,714, Humidor, H. F. Guenther, Milwaukee, Wis.

1,074,619, Tobacco cultivator, J. M. Harned, Madisonville, Ky.

1,074,871, Humidor, C. H. Kelsea, Lynn, Mass.

1,075,216, Cigar wrapping mechanism, W. S. Luckett, East Orange, N. J.

1,075,272, Pasting mechanism for cigarette machines, E. D. Smith, New York, N. Y.

1,075,273, Cigarette rod forming mechanism, E. D. Smith, New York, N. Y.

1,075,274, Cut off mechanism, for cigarette machines, E. D. Smith, New York, N. Y.

1,075,172, Cigar machine, O. Tyberg, New York, N. Y.

Designs

44,918, Cigar and ash receiver, O. C. Dennis, Chicago, Ill.

Labels

17,375, "El Potvino" (for cigars), Saginaw Specialty Co., Saginaw, Mich.

17,349, "Flor De Lopez Garcia" (for cigars), R. Fernandez, Chicago, Ill.

17,366, "Prairie State" (for cigars), P. Wachtler, Chicago, Ill.

17,322, "H. A. Dowling's Nu Buck" (for cigars), H. A. Dowling, St. Albans, Vt.

17,300, "Natural Flavor" (for cigars), Central Cigar Box Co., St. Louis, Mo.

17,301, "Popular Issue" (for cigars), Central Cigar Box Co., St. Louis, Mo.

17,302, "Bel Vor" (for cigars), A. C. Henschel & Co., Chicago, Ill.

17,286, "San Rey" (for cigars), C. B. Henschel Manufacturing Co., Milwaukee, Wis.

17,287, "Havana Token" (for cigars), C. B. Henschel Manufacturing Company, Milwaukee, Wis.

17,288, "Wimo" (for cigars), C. B. Henschel Manufacturing Co., Milwaukee, Wis.

17,289, "Havana Club" (for cigars), C. B. Henschel Manufacturing Company, Milwaukee, Wis.

17,290, "Pass Time" (for cigars), C. B. Henschel Manufacturing Company, Milwaukee, Wis.

17,291, "Don Fernando" (for cigars), C. B. Henschel Manufacturing Company, Milwaukee, Wis.

17,292, "Romola" (for cigars), C. B. Henschel Manufacturing Co., Milwaukee, Wis.

17,284, "Country Club" (for cigars), A. C. Henschel & Co., Chicago, Ill.

17,285, "Clean Bill" (for cigars), A. C. Henschel & Co., Chicago, Ill.

17,307, "Orador" (for cigars), Schwartz & Gattle, New York, N. Y.

17,275, "Superiores" (for cigars), American Lithographic Co., New York, N. Y.

17,276-8, "Smoke Cigars" (for cigars), American Lithographic Co., New York, N. Y.

17,279, "Esquisitos" (for cigars), American Lithographic Co., New York, N. Y.

17,280, "Trust Fund" (for cigars), W. J. Armstrong Co., Waseca, Minn.

17,272, "El Cetus" (for cigars), Shelby Cigar Co., Shelby, O.

Prints

3,386, "Tobacco that answers every question" (for smoking tobacco), R. J. Reynolds Tobacco Co., Winston-Salem, N. C.

3,391, "Soft and Sweet" (for chewing tobacco), R. J. Reynolds Tobacco Co., Winston-Salem, N. C.

3,392, "Brown's Mule Chewing Tobacco—Big Cut 5c." (for chewing tobacco), R. J. Reynolds Tobacco Co., Winston-Salem, N. C.

3,421, "Prince Albert makes a hit with every man—pipe and cigarette" (for smoking tobacco), R. J. Reynolds Tobacco Co., Winston-Salem, N. C.

3,422, "The Cheer-up Chew Brown's Mule Tobacco" (for chewing tobacco), R. J. Reynolds Tobacco Co., Winston-Salem, N. C.

3,400, "The Ribbon Brand" (for cigars), W. B. Sauer Co., Chicago, Ill.

Copies of above patents may be secured for fifteen cents each, by addressing John A. Saul, Solicitor of Patents, Fendall Building, Washington, D. C.

New Cigar Factory for New Orleans

Several young men who have been employed in the various cigar factories of New Orleans have recently joined together and organized a company to manufacture cigars. The head of the new concern is M. Trelles, a native of Spain, who has been in America for a number of years. The company will be known as M. Trelles & Company, and will be located at Chartres and Iberville Streets. Stanley Montz will be the sales representative of the company and will have full charge of the distribution.

New Cigar Store in Evansville

The new cigar store of Jacob Hartz & Company, in the new Boehne Building, at Eighth and Main Streets, Evansville, Ind., has attracted much attention and favorable comment. As this is the first Main Street store to be seen by passengers from the C. & E. I. station, its metropolitan appearance draws considerable trade from the newcomers.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 236 Chestnut Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

TECHNOLA:—29,955. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 28, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

MOREGOOD:—29,956. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 28, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

SMOKOGRAM:—29,957. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 28, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

KING ANTLER:—29,958. For cigars, cigarettes, cheroots, chewing and smoking tobacco. March 28, 1914. H. Moeller & Co., Chicago, Ill.

MEDAL BOND:—29,959. For cigars, cigarettes, chewing and smoking tobacco. March 28, 1914. Moehle Litho. Co., Brooklyn, N. Y.

BANNER OF MINNESOTA:—29,960. For cigars, cigarettes, cheroot, stogies, chewing and smoking tobacco. March 28, 1914. C. B. Henschell Mfg. Co., Milwaukee, Wis.

TRAFFIC CIGAR:—29,961. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 28, 1914. C. B. Henschell Mfg. Co., Milwaukee, Wis.

BANNER SMOKE:—29,962. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 28, 1914. National Cigar Co., Detroit, Mich.

MILLIONAIRE STOGES:—29,963. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 28, 1914. National Cigar Co., Detroit, Mich.

PREFERRED STOGES:—29,964. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 28, 1914. National Cigar Co., Detroit, Mich.

BANKERS-STOGY:—29,965. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 28, 1914. National Cigar Co., Detroit, Mich.

KINDLY STOGES:—29,966. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 28, 1914. National Cigar Co., Detroit, Mich.

NATIONAL STOGES:—29,967. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 28, 1914. National Cigar Co., Detroit, Mich.

THE ONLY SMOKE:—29,968. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 28, 1914. National Cigar Co., Detroit, Mich.

PEERLESS STOGES:—29,969. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 28, 1914. National Cigar Co., Detroit, Mich.

SOSIETY STOGES:—29,970. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 28, 1914. National Cigar Co., Detroit, Mich.

SMOKERS SURPRISE:—29,971. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 28, 1914. National Cigar Co., Detroit, Mich.

QUEEN STOGES:—29,972. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 28, 1914. National Cigar Co., Detroit, Mich.

MIL-YUN-AR SMOKE:—29,973. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 28, 1914. National Cigar Co., Detroit, Mich.

THE ERST:—29,974. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 30, 1914. Jake Bloom, Chicago, Ill.

EMPIRE TOBACCO CO.:—29,975. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 30, 1914. Basile D. Dugundji, New York, N. Y.

EMPIRE TOBACCO AND CIGARETTES CO.:—29,976. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 30, 1914. Basile D. Dugundji, New York, N. Y.

EXCELSIOR TOBACCO CO.:—29,977. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 30, 1914. Basile D. Dugundji, New York, N. Y.

EXCELSIOR TOBACCO AND CIGARETTE CO.:—29,978. For Cigars, cigarettes, cheroots, ttogies, chewing and smoking tobacco. March 30, 1914. Basile D. Dugundji, New York, N. Y.

LINGERIE:—29,979. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 30, 1914. Luckett, Luehs & Lipscomb, Philadelphia, Pa.

DYKE DIEM:—29,980. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 30, 1914. A. H. Diem, Jr., Buffalo, N. Y.

C. H. C.:—29,981. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 30, 1914. A. Symonett.

FANTARI:—29,982. For cigarettes, chewing and smoking tobacco. March 30, 1914. Agamemnon Poula Co., New York, N. Y.

PRINCESS ELIZABETH:—29,983. For cigarettes, chewing and smoking tobacco. March 30, 1914. Agamemnon Poula Co., New York, N. Y.

DIADOHOS:—29,984. For cigarettes, chewing and smoking tobacco. March 30, 1914. Agamemnon Poula Co., New York, N. Y.

NAFTOPOULA:—29,985. For cigarettes, chewing and smoking tobacco. March 30, 1914. Agamemnon Poula Co., New York, N. Y.

VOULGAROKTONOS:—29,986. For cigarettes, chewing and smoking tobacco. March 30, 1914. Agamemnon Poula Co., New York, N. Y.

CROWN PRINCE GEORGE OF GREECE:—29,987. For cigarettes, chewing and smoking tobacco. March 30, 1914. Agamemnon Poula Co., New York, N. Y.

LA VELIA:—29,988. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 31, 1914. Import Litho. Co., New York, N. Y.

LA CAREME:—29,989. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 31, 1914. Import Litho. Co., New York, N. Y.

CHIFEDS:—29,990. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 31, 1914. Jno. Schuster & Son, Chicago, Ill.

ROSA CORDER:—29,991. For cigars, cigarettes, chewing and smoking tobacco. March 31, 1914. Chas. Stutz, New York, N. Y.

TASSELLO:—29,992. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 31, 1914. C. H. Meek, Reading, Pa.

SUPERCHIC:—29,993. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 1, 1914. C. Voigt, New York, N. Y.

PALM BEACH NO. 1 CLUB HOUSE:—29,994. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 1, 1914. A. Winfrey, West Palm Beach, Fla.

CHESTERFIELD COUNTRY CLUB:—29,995. For cigars, cigarettes, stogies. April 2, 1914. H. Moeller & Co., Chicago, Ill.

CITY BOOSTERS:—29,996. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 2, 1914. H. J. Max, Quaker City, O.

THE ROUNDHOUSE:—29,997. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 2, 1914. Sig. Strauss, New York, N. Y.

MUNDORO:—29,998. For cigars, cigarettes, chewing and smoking tobacco. April 2, 1914. Otto P. Mundorf, Chicago, Ill.

RED THE WINNER:—29,999. For cigars, cigarettes. April 2, 1914. W. C. Qualls, Harlowton, Mont.

KING BIG HAVANS:—30,000. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 3, 1914. S. Burns, Pittsburgh, Pa.

TWO IDEALS:—30,001. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 3, 1914. S. Burns, Pittsburgh, Pa.

THREE WHALES.—30,002. For cigars, cigarettes, chewing and smoking tobacco. April 3, 1914. The J. R. Rigby Cigar Co., Mansfield, O.

LITTLE ALBERT:—30,003. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 3, 1914. Albert Lea Cigar Factory, Albert Lea, Minn.

SHAMROCK CLUB:—30,004. For cigars, cigarettes, chewing and smoking tobacco. April 3, 1914. Moehle Litho. Co., Brooklyn, N. Y.

LOS INCIADORES:—30,005. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 3, 1914. Wm. Steiner, Sons & Co., New York, N. Y.

ARIZONA CLIMATE:—30,006. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 3, 1914. Jose Alonso, Phoenix, Ariz.

FINANBIG:—30,007. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 4, 1914. Chas. R. Crane, Natick, Mass.

Patents of Interest to Tobacconists

1,079,581, Cigar machine, O. Preissler, Grossauheim, near Hanau, Germany.

1,079,608, Elevator for green tobacco, S. Schmidt, Farmersville, O.

1,079,027, Combined cigar cutter and lighter, G. H. Schroeter, St. Louis, Mo.

1,078,034, Cigarette making machine, C. Cazen, Montreal, Can.

1,078,427, Treating tobacco scrap, C. F. Gloystein, Henderson, Ky.

1,077,903, Cigar machine, B. T. Burchardi, New Yo. N. Y.

1,077,513, Tobacco supporting lath, D. Eagleson, East Granby, Conn.

1,077,886, Cigar machine, H. S. Marsh, New York, N. Y.

1,077,744, Tobacco box, W. Parker, Dunbar, W. Va.

1,076,867, Apparatus for treating pipe bowls, H. S. Chapin, Rockville, N. Y.

1,077,148, Smoking pipe, J. D. Maier, Charlestown, Md.

1,076,901, Means for stringing tobacco leaves, J. Merritt, Hartford, Conn.

1,076,902, Machine for stringing tobacco leaves, J. Merritt, Hartford, Conn.

1,076,583, Cigar lighter, O. G. Klugel, Indianapolis, Ind.

1,076,163, Device for pressing cigar molds, F. M. Shirley, Warren, Pa.

1,076,007, Cigar wrapper, E. N. Gilfillan, Syracuse, N. Y.

1,076,008, Cigar wrapper, E. N. Gilfillan, Syracuse, N. Y.

1,075,835, Cigar moistening apparatus, J. Litchfield, Kansas City, Mo.

1,075,867, Cigar box humidor, J. A. Simpson, Chicago, Ill.

1,075,189, Cigar machine, B. T. Burchardi, New York, N. Y.

1,075,008, Cigar lighter and cutter, A. Gray, New York, N. Y.

1,074,714, Humidor, H. F. Guenther, Milwaukee, Wis.

1,074,619, Tobacco cultivator, J. M. Harned, Madisonville, Ky.

1,074,871, Humidor, C. H. Kelsea, Lynn, Mass.

1,075,216, Cigar wrapping mechanism, W. S. Luckett, East Orange, N. J.

1,075,272, Pasting mechanism for cigarette machines, E. D. Smith, New York, N. Y.

1,075,273, Cigarette rod forming mechanism, E. D. Smith, New York, N. Y.

1,075,274, Cut off mechanism, for cigarette machines, E. D. Smith, New York, N. Y.

1,075,172, Cigar machine, O. Tyberg, New York, N. Y.

Designs

44,918, Cigar and ash receiver, O. C. Dennis, Chicago, Ill.

Labels

17,375, "El Potvino" (for cigars), Saginaw Specialty Co., Saginaw, Mich.

17,349, "Flor De Lopez Garcia" (for cigars), R. Fernandez, Chicago, Ill.

17,366, "Prairie State" (for cigars), P. Wachtler, Chicago, Ill.

17,322, "H. A. Dowling's Nu Buck" (for cigars), H. A. Dowling, St. Albans, Vt.

17,300, "Natural Flavor" (for cigars), Central Cigar Box Co., St. Louis, Mo.

17,301, "Popular Issue" (for cigars), Central Cigar Box Co., St. Louis, Mo.

17,302, "Bel Vor" (for cigars), A. C. Henschel & Co., Chicago, Ill.

17,286, "San Rey" (for cigars), C. B. Henschel Manufacturing Co., Milwaukee, Wis.

17,287, "Havana Token" (for cigars), C. B. Henschel Manufacturing Company, Milwaukee, Wis.

17,288, "Wimo" (for cigars), C. B. Henschel Manufacturing Co., Milwaukee, Wis.

17,289, "Havana Club" (for cigars), C. B. Henschel Manufacturing Company, Milwaukee, Wis.

17,290, "Pass Time" (for cigars), C. B. Henschel Manufacturing Company, Milwaukee, Wis.

17,291, "Don Fernando" (for cigars), C. B. Henschel Manufacturing Company, Milwaukee, Wis.

17,292, "Romola" (for cigars), C. B. Henschel Manufacturing Co., Milwaukee, Wis.

17,284, "Country Club" (for cigars), A. C. Henschel & Co., Chicago, Ill.

17,285, "Clean Bill" (for cigars), A. C. Henschel & Co., Chicago, Ill.

17,307, "Orador" (for cigars), Schwartz & Gattle, New York, N. Y.

17,275, "Superiores" (for cigars), American Lithographic Co., New York, N. Y.

17,276-8, "Smoke Cigars" (for cigars), American Lithographic Co., New York, N. Y.

17,279, "Esquisitos" (for cigars), American Lithographic Co., New York, N. Y.

17,280, "Trust Fund" (for cigars), W. J. Armstrong Co., Waseca, Minn.

17,272, "El Cetus" (for cigars), Shelby Cigar Co., Shelby, O.

Prints

3,386, "Tobacco that answers every question" (for smoking tobacco), R. J. Reynolds Tobacco Co., Winston-Salem, N. C.

3,391, "Soft and Sweet" (for chewing tobacco), R. J. Reynolds Tobacco Co., Winston-Salem, N. C.

3,392, "Brown's Mule Chewing Tobacco—Big Cut 5c." (for chewing tobacco), R. J. Reynolds Tobacco Co., Winston-Salem, N. C.

3,421, "Prince Albert makes a hit with every man—pipe and cigarette" (for smoking tobacco), R. J. Reynolds Tobacco Co., Winston-Salem, N. C.

3,422, "The Cheer-up Chew Brown's Mule Tobacco" (for chewing tobacco), R. J. Reynolds Tobacco Co., Winston-Salem, N. C.

3,400, "The Ribbon Brand" (for cigars), W. B. Sauer Co., Chicago, Ill.

Copies of above patents may be secured for fifteen cents each, by addressing John A. Saul, Solicitor of Patents, Fendall Building, Washington, D. C.

New Cigar Factory for New Orleans

Several young men who have been employed in the various cigar factories of New Orleans have recently joined together and organized a company to manufacture cigars. The head of the new concern is M. Trelles, a native of Spain, who has been in America for a number of years. The company will be known as M. Trelles & Company, and will be located at Chartres and Iberville Streets. Stanley Montz will be the sales representative of the company and will have full charge of the distribution.

New Cigar Store in Evansville

The new cigar store of Jacob Hartz & Company, in the new Boehne Building, at Eighth and Main Streets, Evansville, Ind., has attracted much attention and favorable comment. As this is the first Main Street store to be seen by passengers from the C. & E. I. station, its metropolitan appearance draws considerable trade from the newcomers.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 236 Chestnut Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

TECHNOLA:—29,955. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 28, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

MOREGOOD:—29,956. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 28, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

SMOKOGRAM:—29,957. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 28, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

KING ANTLER:—29,958. For cigars, cigarettes, cheroots, chewing and smoking tobacco. March 28, 1914. H. Moeller & Co., Chicago, Ill.

MEDAL BOND:—29,959. For cigars, cigarettes, chewing and smoking tobacco. March 28, 1914. Moehle Litho. Co., Brooklyn, N. Y.

BANNER OF MINNESOTA:—29,960. For cigars, cigarettes, cheroot, stogies, chewing and smoking tobacco. March 28, 1914. C. B. Henschell Mfg. Co., Milwaukee, Wis.

TRAFFIC CIGAR:—29,961. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 28, 1914. C. B. Henschell Mfg. Co., Milwaukee, Wis.

BANNER SMOKE:—29,962. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 28, 1914. National Cigar Co., Detroit, Mich.

MILLIONAIRE STOGES:—29,963. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 28, 1914. National Cigar Co., Detroit, Mich.

PREFERRED STOGES:—29,964. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 28, 1914. National Cigar Co., Detroit, Mich.

BANKERS-STOGY:—29,965. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 28, 1914. National Cigar Co., Detroit, Mich.

KINDLY STOGES:—29,966. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 28, 1914. National Cigar Co., Detroit, Mich.

NATIONAL STOGES:—29,967. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 28, 1914. National Cigar Co., Detroit, Mich.

THE ONLY SMOKE:—29,968. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 28, 1914. National Cigar Co., Detroit, Mich.

PEERLESS STOGES:—29,969. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 28, 1914. National Cigar Co., Detroit, Mich.

SOSIETY STOGES:—29,970. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 28, 1914. National Cigar Co., Detroit, Mich.

SMOKERS SURPRISE:—29,971. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 28, 1914. National Cigar Co., Detroit, Mich.

QUEEN STOGES:—29,972. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 28, 1914. National Cigar Co., Detroit, Mich.

MIL-YUN-AR SMOKE:—29,973. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 28, 1914. National Cigar Co., Detroit, Mich.

THE ERST:—29,974. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 30, 1914. Jake Bloom, Chicago, Ill.

EMPIRE TOBACCO CO.:—29,975. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 30, 1914. Basile D. Dugundji, New York, N. Y.

EMPIRE TOBACCO AND CIGARETTES CO.:—29,976. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 30, 1914. Basile D. Dugundji, New York, N. Y.

EXCELSIOR TOBACCO CO.:—29,977. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 30, 1914. Basile D. Dugundji, New York, N. Y.

EXCELSIOR TOBACCO AND CIGARETTE CO.:—29,978. For Cigars, cigarettes, cheroots, ttogies, chewing and smoking tobacco. March 30, 1914. Basile D. Dugundji, New York, N. Y.

LINGERIE:—29,979. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 30, 1914. Luckett, Luchs & Lipscomb, Philadelphia, Pa.

DYKE DIEM:—29,980. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 30, 1914. A. H. Diem, Jr., Buffalo, N. Y.

C. H. C.:—29,981. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 30, 1914. A. Symonett.

FANTARI:—29,982. For cigarettes, chewing and smoking tobacco. March 30, 1914. Agamemnon Poula Co., New York, N. Y.

PRINCESS ELIZABETH:—29,983. For cigarettes, chewing and smoking tobacco. March 30, 1914. Agamemnon Poula Co., New York, N. Y.

DIADOHOS:—29,984. For cigarettes, chewing and smoking tobacco. March 30, 1914. Agamemnon Poula Co., New York, N. Y.

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CROWN PRINCE GEORGE OF GREECE:—29,987. For cigarettes, chewing and smoking tobacco. March 30, 1914. Agamemnon Poula Co., New York, N. Y.

LA VELIA:—29,988. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 31, 1914. Import Litho. Co., New York, N. Y.

LA CAREME:—29,989. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 31, 1914. Import Litho. Co., New York, N. Y.

CHIFEDS:—29,990. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 31, 1914. Jno. Schuster & Son, Chicago, Ill.

ROSA CORDER:—29,991. For cigars, cigarettes, chewing and smoking tobacco. March 31, 1914. Chas. Stutz, New York, N. Y.

TASSELLO:—29,992. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 31, 1914. C. H. Mack, Reading, Pa.

SUPERCHIC:—29,993. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 1, 1914. [illegible], New York, N. Y.

PALM BEACH NO. 1 CLUB HOUSE:—29,994. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 1, 1914. A. Winfrey, West Palm Beach, Fla.

CHESTERFIELD COUNTRY CLUB:—29,995. For cigars, cigarettes, stogies. April 2, 1914. H. Moeller & Co., Chicago, Ill.

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MUNDORO:—29,998. For cigars, cigarettes, chewing and smoking tobacco. April 2, 1914. Otto P. Mundorf, Chicago, Ill.

RED THE WINNER:—29,999. For cigars, cigarettes. April 2, 1914. W. C. Qualls, Harlowton, Mont.

KING BIG HAVANS:—30,000. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 3, 1914. S. Burns, Pittsburgh, Pa.

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LITTLE ALBERT:—30,003. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 3, 1914. Albert Lea Cigar Factory, Albert Lea, Minn.

SHAMROCK CLUB:—30,004. For cigars, cigarettes, chewing and smoking tobacco. April 3, 1914. Moehle Litho. Co., Brooklyn, N. Y.

LOS INCIADORES:—30,005. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 3, 1914. Wm. Steiner, Sons & Co., New York, N. Y.

ARIZONA CLIMATE:—30,006. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 3, 1914. Jose Alonso, Phoenix, Ariz.

FINANBIG:—30,007. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 4, 1914. Chas. R. Crane, Natick, Mass.

INTENTIONAL SECOND EXPOSURE
MUTILATED PAGE

IN YOUR MOUTH FOR THE FIRST TIME:—30,008. For cigars, cigarettes, stogies. April 6, 1914. Coraza Cigar Co., Milwaukee, Wis.

BILL HOBSON:—30,009. For cigars, cigarettes, chewing and smoking tobacco. April 6, 1914. Geo. N. Williams Cigar Co., Reading, Pa.

CARROLL PARK:—30,010. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 6, 1914. J. B. Schultz, Philadelphia, Pa.

LA INVENCIA:—30,011. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 7, 1914. Baum Bros., Philadelphia, Pa.

VERSATILITY:—30,012. For cigars, cigarettes, chewing and smoking tobacco. April 17, 1914. Moehle Litho. Co., Brooklyn, N. Y.

MASTER MAKER.—30,013. For cigars, cigarettes, chewing and smoking tobacco. April 7, 1914. Holcom Cigar Co., Binghamton, N. Y.

SNICKS-SNOOKS-LITTLE SUE:—30,014. For cigars, cigarettes, chewing and smoking tobacco. April 8, 1914. A. Kaufman & Bro.

THE CUBAN PEOPLE:—30,015. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 7, 1914. Dr. J. R. Avellanal, Tampa, Fla.

DEUTSCHER HAUS:—30,016. For cigars, cigarettes, cheroots, chewing and smoking tobacco. April 8, 1914. Northwest Cigar Mfg. Co., Detroit, Mich.

N. Y. C. BAND'S SPECIAL:—30,017. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 8, 1914. C. E. Bair & Sons, Harrisburg, Pa.

KIOWA CHIEF:—30,018. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 9, 1914. F. M. Howell & Co., Elmira, N. Y.

POLLYANA:—30,019. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 19, 1914. Steffens, Jones & Co., New York, N. Y.

FRATERNAL SMOKE:—30,020. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 9, 1914. The Wilentz Co., Perth Amboy, N. J.

PRIDE OF LYONS:—30,021. For cigars, chewing and smoking tobacco. April 9, 1914. Otto Fusz, Lyons, N. Y.

CANCELLATIONS

BIG BUSINESS:—29,870. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 6, 1914. Kaufman, Pasbach & Voice, New York. Cancelled April 2, 1914.

ELDOMIDOR:—24,450. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 23, 1912. Kaufman, Pasbach & Voice, New York. Cancelled April 6, 1914.

WIDOW WEEDS:—29,828. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered February 24, 1914. Kaufman, Pasbach & Voice, New York. Cancelled April 7, 1914.

SMOKERS HEART:—29,829. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered February 24, 1914. Kaufman, Pasbach & Voice, New York. Cancelled April 7, 1914.

TRANSFERS.

THIS IS TO CERTIFY THAT MAX DIAMOND, has transferred to the Diamond Cigar Co., Baltimore, Md., this thirteenth day of April, nineteen hundred and fourteen (April 13, 1914), the following titles:

LITTLE DIAMOND:—31,657.
GERMAN CHANCELLOR:—33,001.
FUERST BISMARCK:—33,008.
CHANCELLOR FUERST BISMARCK:—33,009.
DIAMOND DIP:—31,158.
CONTINENTAL MONARCH:—33,527.
SAN MAGNOLA:—33,966.
COLONIAL DIPLOMAT:—33,547.
RIVAL BELLES:—32,231.
LA DIAMO:—33,128.
KANASZ:—32,479.
VUELTA DEL RIO:—33,147.
EXCELLENCE BISMARCK:—33,533.
BAR LE DUC:—33,534.
FAMOUS BEAUTY:—32,450.
BELLE MARGURITA:—32,190.
DIAMOND DIP SELECTO:—32,478.
LA MARGETTA:—33,965.
PRINZ EITEL FRIEDRICK:—32,196.
BRITANICA FAVORITAS:—33,964.
FAVORITA IMPERIALIS:—15,709.
SANTA RIO:—15,710.
STAGECRAFT:—20,649.
CHANCELLOR BISMARCK:—33,007.
FAVORITE CUBANOS:—15,654.
CONTINENTAL CHANCELLOR:—33,002.
ROSKO:—32,950.
FLOR DE LUNA:—34,212.
DON ADDRIGO:—32,198.
FIGHTING BEN:—31,659.
TEUTONIC CHANCELLOR:—33,000.
SANTA ABAJO:—15,708.
SUPERIOR:—18,429.
DIAMOND MINNETTES:—32,197.
LITTLE EAGLE:—31,658.

CORRECTIONS

YANKEE DIPLOMAT:—32,232. For cigars, cigarettes, cheroots and tobacco. Published in April 1 issue under "Transfers," number of certificate being given as "32,448." Same should read, "32,232."

ARIZONA COMMERCIAL:—29,945. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 25, 1914, by Jose Alonso, Phoenix, Ariz. Published April 1, as "Commercial Arizona."

TRANSFERS

RIGATORO:—29,629. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Transferred April 1, 1914, to Rattling Good Cigar Co., by H. M. Rossheim, Columbia, S. C.

LA OLFO:—29,688. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Transferred April 1, 1914, to the Rattling Good Cigar Co., by H. M. Rossheim, Columbia, S. C.

RATTLING GOOD:—29,614. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Transferred April 1, 1914, to the Rattling Good Cigar Co., by H. M. Rossheim, Columbia, S. C.

THOMAS MAY PEIRCE:—23,970. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Transferred April 3, 1914, to A. F. Muehlhauser, Quakertown, Pa., by Penn Cigar Mfg. Co., Philadelphia, Pa.

Burley Tobacco Society Goes Out of Existence

The Burley Tobacco Society, whose membership included more than forty thousand farmers in Kentucky, Indiana and Ohio, practically ended its existence recently when checks for $316,000 were distributed among the members. This represents the final funds for the tobacco pools which resulted in the farmers receiving more than $20,000,000 for tobacco during the life of the society. The Burley Tobacco Company, a co-operative organization has succeeded the society. The society which ended its existence was organized about five years ago.

Tobacco Growing Urged in South Jersey

Isaac Ridgway, of Greenwich, N. J., has recently called the attention of the farmers in South Jersey to the profitable growing of tobacco in Lancaster County, Pa. In a letter to a newspaper, Mr. Ridgway says that tobacco-growing is paying the Lancaster County farmers more than double the amount that the crops of the South Jersey farmers pay.

Mr. Ridgway calls attention to a recent statement that the Lancaster County farmers have more than $100,000,000 invested in mortgages and securities. He says that in Cumberland County, N. J., many of the farmers are carrying notes in banks. He thinks that tobacco growing would help the Cumberland County farmers considerably.

How I Pushed Cigars

"Making a Drug Store Pay," is the title of a book recently published by Frank Farrington, who is known throughout the country from his contributions to trade papers.

"How I Pushed Cigars," is the title of one of the chapters and it contains many thoughts that might be successfully used by any retail tobacconist.

The book contains nearly two hundred actual advertisements of all kinds, showing the many ways of using limited newspaper space and desirable forms of circular letters.

This book is published by the Ronald Press Company, New York. It is cloth bound and contains 303 pages. The price is two dollars, postpaid, and orders for the same will be accepted by THE TOBACCO WORLD.

Bode Brothers Remodel Cigar Store

Bode Brothers, who own a cigar store at 1103 Washington Avenue, Cairo, Ill., are remodeling the entire first floor and will use the front for displaying and selling stock. The three rooms in the rear of the building are being converted into one large room and the cigar factory will be moved there. When the renovations are completed Bode Brothers will have one of the most attractive cigar stores in Southern Illinois.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

"OLD DRURY" IS A SELF SELLING CIGARETTE
Willie Collier says, "Every puff a plug." Cork or plain. Write for territory. Old Drury Cigarette Co., 142 West Fortieth Street, New York City.

MONROE ADLER,
CIGAR BROKER,
186 N. La Salle St., Chicago, Ill. 6-17-he

LANCASTER STOGIE COMPANY,
MANUFACTURERS OF HIGH GRADE STOGIES,
120 Water St., Lancaster, Pa.

AN ESTABLISHED MANUFACTURER desires a few more accounts on his or private brands. Address Box 21, "The Tobacco World."

CARL RUGE & COMPANY
Leaf Tobacco Brokers, Dayton, Ohio
In daily touch with all the country as well as local packers. Samples and quotations cheerfully furnished. 12-1-ch

HIGHEST GRADE OF WHEELING STOGIES—That will please the most exacting smoker, are made by C. A. Kase, Seventh and Main Streets, Wheeling, W. Va.; Factory 33; Established 1895.

J. LANOFF, 1015 South Halsted Street, Chicago, Ill. Brokers for a number of Eastern factories. The largest jobbers of Pennsylvania cigars in the West, carrying one million cigars on hand all the time. Also carry full line of Havana and Manila cigars.

Wanted.

CASH PAID FOR CUTTINGS, SCRAPS & siftings.
Write to H. Adler & M. Meyerson, 332 E. 48th, New York

IMPORTANT NOTICE TO CIGARETTE MANUFACTURERS—We manufacture cigarettes for the trade; we also supply tobacco boxes and labels 25 per cent. cheaper than elsewhere Brands registered. Write for particulars. Live distributors wanted. The Soter Company, 235 Canal Street New York City.

Wanted.

SALESMAN WANTED—To carry line of cigarette cases on side. One familiar with large jobbers. State territory you cover. Addres, Box 40, "The Tobacco World."

WANTED—Unlimited quantities of "Seed Cuttings" and "Siftings." Get our new quotations for cash. Interstate Tobacco Company, Longacre Building, Forty-second Street and Broadway, New York.

For Sale.

HAVANA SHORTS—Pure Vuelta; fine aroma. Lopez, 353 E. 78th St., New York. 9-1-tf

FOR SALE—Remedios Havana shorts, pure and clean. Guaranteed A-1 or money refunded. Fifty cents per pound. Edwin Alexander & Co., 178 Water Street, New York

FOR SALE—A cigar factory in a city of 25,000 out West, working three to six men the whole year, mostly on 10t goods. The best of trade. Have my own lithograph label. Address Box 33, "The Tobacco World."

FOR SALE—On account of sickness I am selling my cigarette factory, consisting of two machines, a tobacco cutting and a cigarette machine, working by hand and foot power; producing 15,000 cigarettes per day. Price only $500, including 250,000 cigarette paper tubes. Address Carl Zinner, Westerlo, N. Y.

FOR SALE—Practically new Ludington cigarette machine. Address, Richard W. Menzies, 128 Bainbridge Street, Brooklyn, N. Y.

Situations Wanted.

PRACTICAL SUPERINTENDENT OR FOREMAN—With executive ability, fifteen years' experience. Had charge of three factories at one time, employing 2000 cigarmakers, suction and hand work. Am practical cigarmaker. Address, Superintendent, P. O. Box 52, Lancaster, Pa.

Advertising Wins for A. Bloch & Son

Attention has been drawn to the successful newspaper campaign of A. Bloch & Son, of Troy, N. Y., which has recently been inaugurated on their favorite "B & S" brands and other goods. The firm set aside $5000 for the first year's campaign, with the idea of giving advertising a fair trial with that amount. In less than three months, using the Troy Times exclusively, the business increased to such an extent that eight cigarmakers were added to the force to take care of the growing demand for the cigars.

The firm of A. Bloch & Son was established in 1876 and never did any advertising until this year, being content to let the goods advertise themselves. This experiment has convinced the firm of the value of newspaper advertising.

A petition in voluntary bankruptcy was filed recently by Edwin M. Leonard, a retail tobacco dealer, of Watertown, N. Y., setting the liabilities at $3383 and assets at $3480.

New Man With National Lithographic Company

Garrett H. Smith, formerly of Moller, Kokeritz & Company, is now officially connected with the National Lithographic Company. He will shortly call upon his many friends in the trade with a full and complete line of domestic cigar labels, bands and advertising signs. Mr. Smith desires to thank his friends and customers for their kind co-operation in the past. He will also supervise the importation of the very finest grades of imported cigar labels and cigar bands in both gold leaf and bronze for the firm.

In order to meet the growing demands in his business, Leo Hirsch, the leaf tobacco dealer, formerly located at 165 Front Street, New York City, found it necessary to secure larger quarters. He is now occupying offices at 162 Water Street, that city, having leased four additional floors at the latter address. Mr. Hirsch is very optimistic about the future.

SOLE MANUFACTURERS
DITTGEN'S PATENT
Self-Opening "MULTIPLE" Cigar Pouch
With or without Sealing Flap
The Best Individual Cigar Pouch on the market
Made to fit any size Cigar or Stogie
SEND FOR SAMPLES AND PRICES

Established 1870 Factory No. 79
S. R. KOCHER
Manufacturer of Fine Havana and Domestic Cigars and packer of Leaf Tobacco
Leading brands—"Volitta," "Quaker," Nabobs," "1-4-5," "Havana Cream," "Imperial Beauty," "Little Yara"
Correspondence with wholesale and jobbing trade invited
Factory and Offices: WRIGHTSVILLE, PA.

JOHN F. HEILAND & CO.
Lancaster County Fancy B's
LANCASTER, PENNA.

MAXIMILIAN STERN
Havana Tobacco
Clavel No. 1, Havana, Cuba 165 Front Street, New York

Parmenter Wax-Lined Coupon Cigar Pockets
AFFORD PERFECT PROTECTION AGAINST MOISTURE HEAT AND BREAKAGE
¶ INDORSED BY ALL SMOKERS, and are the MOST EFFECTIVE Advertising Medium Known
Racine Paper Goods Company
Sole Owners and Manufacturers
RACINE, WIS., - - - - U. S. A.

J. F. Reichard
PACKER AND WHOLESALE DEALER IN
Cigar Leaf Tobacco
We offer a full line Pennsylvania, Wisconsin, Connecticut and Ohio, and Sumatra, Havana and Florida TOBACCOS
Domestic tobacco direct from the grower to you. We have the goods and facilities. Let us submit you samples and prices.
Main Office: YORK, PA.

MANUEL MUNIZ HILARIO MUNIZ
VENANCIO DIAZ, Special Partner
MUNIZ HERMANOS
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO AND REMEDIOS TOBACCO
Reina 20, Havana
CABLE: "Angel" Havana P. O. Box 98

THE MOEHLE LITHOGRAPHIC CO.
CLARENDON ROAD & EAST 37th ST. BROOKLYN, N.Y.
CIGAR LABELS & BANDS
BRANCH OFFICE
170 WEST RANDOLPH ST. CHICAGO, ILL.

CigarRibbons Largest assortment of Plain and Fancy Ribbons
Write for Sample Card and Price List to Department W
WM. WICKE RIBBON COMPANY
Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain
WOODHAVEN AVENUE, GLENDALE, NEW YORK

Established 1890 Correspondence Solicited
KEYSTONE VARIETY WORKS
HANOVER, PENNA.
Cigar Ribbons, Silk Imitation and Muslinola Ribbon Printed or Stamped in Gold or Silver
Labels. Stock Cards. Give Us a Trial. We Want Your Opinion

OUR HIGH-GRADE NON-EVAPORATING
CIGAR FLAVORS
Make tobacco mellow and smooth in character and impart a most palatable flavor
FLAVORS FOR SMOKING and CHEWING TOBACCO
Write for List of Flavors for Special Brands
BETUN, AROMATIZER, BOX FLAVORS, PASTE SWEETENERS
FRIES & BRO., 92 Reade Street, New York

NEW ORLEANS SAN FRANCISCO
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI

Get aboard the Band Wagon

Piedmont is the big noise in 5-cent cigarettes.

Months ago it won the record as the biggest-selling 5-cent cigarette in this country.

Now we're out to DOUBLE present sales of Piedmont cigarettes, so we are putting a coupon in each package of Piedmonts.

It's a winner!

Liggett & Myers Tobacco Co.

Piedmont
Cigarettes
10 for 5¢

TAM TAM
CIGARETTE BOOKS

The finest product of Braunstein Freres, the famous French manufacturers. This Cigarette Paper has long been the most popular in all Europe, and is now introduced in this country at a popular price.

WE NOW OFFER YOU

RIZ TAM TAM (White)
225 leaves
5c

TAM TAM (Straw Color)
200 leaves
5c

A FULL-VALUE COUPON—WORTH ABOUT ONE CENT (1c.) IN SECURING PRESENTS DESCRIBED IN OUR ILLUSTRATED CATALOGUE—IS GIVEN WITH EACH BOOK.

If you are unable to secure TAM TAM Cigarette Paper from your usual jobber, write us his name and we will see that you are supplied, either through him or on drop shipment.

Marketed in the United States by

Liggett & Myers Tobacco Co.

F. ROCHA & CO. Cable: "DONALLES"

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo
Partido y Vuelta Arriba

SAN MIGUEL 100 HABANA, CUBA

M. A. SUAREZ & CO.
(S. en C.)

Growers, Packers and Dealers in **Leaf Tobacco**

Figuras 39-41, Cable "CUETARA" Havana, Cuba

LOEB-NUÑEZ TOBACCO CO.

IMPORTERS OF SUMATRA AND HAVANA
PACKERS OF SEED LEAF TOBACCO

306 NO. THIRD STREET, PHILADELPHIA

K. STRAUS & CO.

Importers of
HAVANA AND SUMATRA
And Packers of
LEAF TOBACCO
101, 103, 105 and 107 N. Third St., Philadelphia

HIPPLE BROS. & CO.,

Importers of Havana and Sumatra and
Packers of Seed Leaf Tobacco
Finest Retail Department in Pennsylvania

151 North 3d St., Philadelphia

For Quick Results
try The World's "Want Page"

A. Cohn & Company

Importers of Habana and Sumatra, Packers of Seed Leaf Tobacco and Growers of Georgia Sumatra

142 Water Street, . . . New York

J. U. FEHR & SON

Packers of Fine Cigar Leaf

Fancy, Lancaster County B's and Tops a Specialty

135-141 Maple Street, Reading, Penna.

J. K. LEAMAN

Packer of and Dealer in **Leaf Tobacco**

Office and Salesroom
110-112 W. Walnut St., LANCASTER, PA.
Warehouse: Bird-In-Hand, Lancaster Co., Pa.

E. Rosenwald & Bro.

145 WATER STREET --- NEW YORK

E. A. KRAUSSMAN Importer of
HAVANA TOBACCO
168 Water Street . . . . . New York

SCHELTEMA & QUANJER

Importers of Sumatra and Java Tobacco
180 WATER ST., NEW YORK, N. Y.

JULIUS MARQUSEE, 141 Water Street, New York
Packer and Dealer in All Grades of Seed Leaf Tobacco
TELEPHONE 3956 JOHN

L. G. Haeussermann Carl L. Haeussermann Edward C. Haeussermann
L. G. HAEUSSERMANN & SONS
Importers of Sumatra and Havana. Packers and Exporters of and Dealers in LEAF TOBACCO
Largest Retailers in Pennsylvania 148 N. Third Street, Philadelphia

THE YORK TOBACCO CO.

Packers and Jobbers in All Grades of **LEAF TOBACCO**

Office and Warehouse, 15 East Clark Avenue, YORK, PA.
MANUFACTURERS OF CIGAR SCRAP TOBACCO

HEINRICH NEUBERGER

Leaf Tobacco Merchant

HAVANA, CUBA—Calzada del Monte No. 15

NEW YORK, No. 130 Water Street BREMEN, GERMANY

NATIONAL LITHOGRAPHIC CO.

535-543 East 79th Street, New York

HIGH GRADE CIGAR LABELS AND BANDS
Equal to Imported
Write for Samples and Prices

ESTRELLA 53, HAVANA, CUBA **GUTIERREZ & DIEHL** CABLE "EL COSECHERO" Phone: A-3828

Successors to Miguel Gutierrez y Gutierrez

GROWERS, PACKERS AND EXPORTERS OF FINE LEAF TOBACCO

From the Miguel Gutierrez y Gutierrez plantations in the Pinar del Rio and Santa Clara Provinces

SOBRINOS de A. GONZÁLEZ

Founded 1868

LEAF TOBACCO MERCHANTS

Packers of VUELTA ABAJO, SEMI VUELTA,
PARTIDO, and all varieties of Tobacco grown
in the Santa Clara Province

Cable Address "ANTERO"

WAREHOUSES and OFFICES
INDUSTRIA, 152, 154, 156, 158, HAVANA, CUBA

John F. Nissly & Co.

Packers and Dealers in
LEAF TOBACCO
And Importers of HAVANA
No. 143 Market Street, Lancaster, Pa.

I. KAFFENBURGH & SONS

QUALITY HAVANA

Neptuno 6, Havana, Cuba - 88 Broad St., Boston, Mass.

ERNEST ELLINGER & CO. Packers and Importers
OF HAVANA TOBACCO
Havana Warehouse, Salud 15. New York Office, 133-137 Front St.

Joseph Mendelsohn Louis A. Borneman
MENDELSOHN, BORNEMAN & CO.
HAVANA TOBACCO IMPORTERS
HABANA, AMISTAD 95 196 WATER STREET, NEW YORK

Manuel Alvarez & Co.

Importers and Packers of Havana Leaf
And Packers of Puerto Rican Tobacco
Havana Office: SAN MIGUEL 136 Puerto Rico Warehouse: CAYEY New York Office: 178 WATER STREET

CRUMP BROS.

Importers and Packers of **Leaf Tobacco**

121 West Lake St., Chicago, Ill.

Michaelsen & Prasse

Commission Merchants
Leaf Tobacco & Cigars

18 Obrapia Street, Havana, Cuba
Address: Cable "UNICUM" P. O. Box 28

E. L. NISSLY & SONS
GROWERS AND PACKERS OF
CHOICE CIGAR LEAF TOBACCO
Packing Houses: Lancaster, Florin. Main Office: Florin, Pa.

Critical Buyers always find it a pleasure to look over our samples
Samples cheerfully submitted upon request.

GEO. SCHLEGEL

22nd St. and Second Ave.,
NEW YORK

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

PHILADELPHIA OFFICE, 573 BOURSE BLDG.
H. S. Springer, Mgr.

CHICAGO, 160 N. 5th AVE.
J. N. Widdifield, Mgr.

SAN FRANCISCO, 320 SANSOME ST
L. S. Schoenfeld, Mgr.

IRREGULAR PAGINATION

Heywood, Strasser & Voigt Litho. Co.

S. W. COR. 26TH STREET & 9TH AVENUE, NEW YORK

Sketches of Original Designs, with Excellent Titles, sent upon request.

Imported Cigar Bands—Finest Quality, and sold at prevailing prices.

Manufacturers of

.:.Cigar Box Labels.:.

Bands and Trimmings

Imported Gold Leaf Labels—Superior to any in the market.

Send for Samples and Prices of our stock.

Western Office: E. E. THATCHER, 167 W. Washington St., Chicago, Ill.

Philadelphia Office: JAY Y. KROUT Resident Representative, 420 Drexel Building

B. F. GOOD & CO.

PACKERS AND DEALERS IN *Leaf Tobacco*

NOS. 49-51 WEST JAMES STREET

LANCASTER, PENNA.

MILTON H. RANCK

Packer and Dealer in

Domestic Leaf Tobacco

Office: Cor. Duke and Chestnut Streets

LANCASTER, PENNA.

Packing Houses: Strasburg and Lancaster

Jacob Bowman & Bro.

Dealers in and Packers of

LEAF TOBACCO

Penna. and Ohio Tobaccos a Specialty

226-230 East Grant Street, Lancaster, Penna.

IF ITS CIGAR LABELS OR CIGAR BANDS WRITE US"

K·P&V Kaufman, Pasbach & Voice

ART LITHOGRAPHERS.

COR. GREENWICH & MORTON STS.

NEW YORK.

Western Branch, John B. Thatcher, Mgr., 30 E. Randolph Street, Chicago, Ill.

Established 1834

WM. F. COMLY & SON Auctioneers and Commission Merchants

27 South Second Street, Philadelphia

REGULAR WEEKLY SALES EVERY THURSDAY. CIGARS, TOBACCO SMOKERS' ARTICLES, SPECIAL SALES OF LEAF TOBACCO. CONSIGNMENTS SOLICITED. ADVANCES MADE. SETTLEMENTS MADE ON DAY OF SALE

REGISTER YOUR BRANDS

with

THE TOBACCO WORLD BUREAU

For Genuine Sawed CIGAR BOXES, Go to — Established 1860

Keystone Cigar Box Co., Sellersville, Pa.

Our Capacity for Manufacturing Cigar Boxes is Always Room for One More Good Customer

MONROE D. SELLERS, SELLERSVILLE, PA.

ESTABLISHED 1877 — NEW FACTORY 1904

H. W. HEFFENER & SON

Steam Cigar Box Manufacturers

AND MAKERS OF

Patented Wire Bound Shipping Cases

HOWARD & BOUNDARY AVE. YORK, PA.

CIGAR LABELS OF HIGHEST QUALITY CIGAR BANDS SHOW CARDS FOLDING BOXES, ETC.

WM. STEINER, SONS & CO.

257-265 WEST 17TH ST. STEINER BUILDING NEW YORK.

LITHOGRAPHIC SPECIALISTS FOR THE CIGAR & TOBACCO INDUSTRY

SKETCHES FURNISHED UPON REQUEST

EXCLUSIVE MANUFACTURERS OF GERMAN PROCESS CIGAR BANDS

LESLIE PANTIN

Commission Merchant

Leaf Tobacco & Cigars

Consulado 142, Havana, Cuba

CARDENAS y CIA

Cable Address, "Nasdecar"

Almacen de Tabaco en Rama

SPECIALTY—VUELTA ABAJO AND ARTEMISA

124 AMISTAD ST. HABANA, CUBA

BELIEVERS IN PUBLICITY

These foremost houses of the trade have reliable goods to sell and want our subscribers to know about them. Read their story and when writing tell them you saw it in The Tobacco World. No bogus advertising admitted.

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ART LITHOGRAPHERS.

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NEW YORK.

Western Branch, John B. Thatcher, Mgr., 30 E. Randolph Street, Chicago, Ill.

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ESTABLISHED 1877 — NEW FACTORY 1904

H. W. HEFFENER & SON

Steam Cigar Box Manufacturers

AND MAKERS OF

Patented Wire Bound Shipping Cases

HOWARD & BOUNDARY AVE. YORK, PA.

CIGAR LABELS OF HIGHEST QUALITY — CIGAR BANDS — SHOW CARDS — FOLDING BOXES, ETC.

Wm. STEINER, SONS & CO.

257-265 WEST 17TH ST. STEINER BUILDING NEW YORK.

LITHOGRAPHIC SPECIALISTS FOR THE CIGAR & TOBACCO INDUSTRY

SKETCHES FURNISHED UPON REQUEST

EXCLUSIVE MANUFACTURERS OF GERMAN PROCESS CIGAR BANDS

LESLIE PANTIN

Commission Merchant

Leaf Tobacco & Cigars

Consulado 142, Havana, Cuba

CARDENAS y CIA — Cable Address, "Nasdecar"

Almacen de Tabaco en Rama

SPECIALTY—VUELTA ABAJO AND ARTEMISA

126 AMISTAD ST. HABANA, CUBA

BELIEVERS IN PUBLICITY

These foremost houses of the trade have reliable goods to sell and want our subscribers to know about them. Read their story and when writing tell them you saw it in The Tobacco World. No bogus advertising admitted.

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Now the largest twenty-five cent seller on the market.

Merit and Uniform Prices. Ask your Jobber or send direct to

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Factory and Salesroom

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INDEPENDIENTE

Fernandez y Garcia
Neptuno 170 and 172
Havana, Cuba

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Annexed Brands:
"LA GIACONDA"
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"Las Perlas"

Representative: B. F. ALEXANDER, 208 Broadway, New York

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MANUFACTURED BY

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General Agent for United States and Canada

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Heavy, Oily Cigars

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MILD 10c CIGAR

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THE TOBACCO WORLD

MAY 1st
1914

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ESTABLISHED 1881

Vol. XXXIV No. 9

PUBLICATION OFFICES: 236 Chestnut Street, Philadelphia

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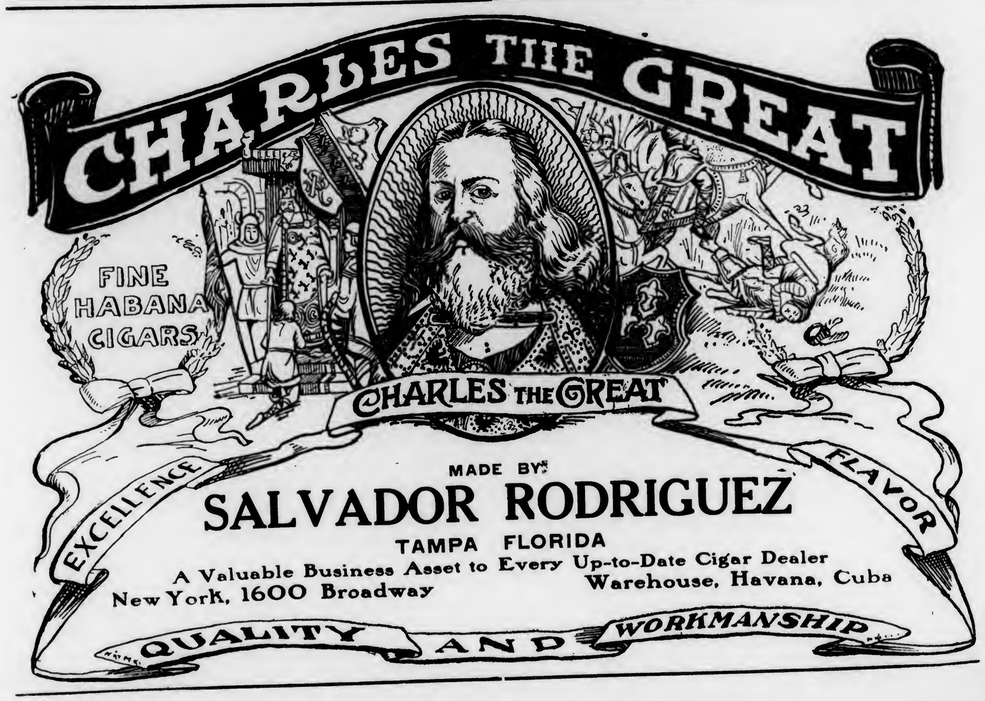

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Manufacturers of the "SOL" Brand

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No Better Goods Made
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One of the Oldest Havana Brands

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Best 10c Cigar in 1869—Since and Now

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Londres Grandes

¶ First introduced to the trade in 1869 by the late Juan F. Portuondo, one of the pioneers of cigar manufacturing in the Quaker City.

¶ The superior quality and workmanship of these goods, which made their maker famous from coast to coast, has been maintained ever since and is typified in the above brand, a Havana filled, Sumatra wrapped cigar of most excellent flavor.

Juan F. Portuondo

Cigar Mfg. Co., Philadelphia

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Countless Consumers Confidently Consume Cressman's "Counsellor"

or, in other words, "they appreciate the 'real thing' in a cigar when they strike it." Quality considered, they know they are smoking the best. Knowing this, Mr. Dealer, can you afford to ignore a brand with the reputation and selling quality embodied in the "Counsellor"? Are you getting your share of that business?

Not until you stock up on this cigar in the right way and push it by "putting your shoulder to the wheel", will you realize to the full what a prolific source of profit it is.

Sell the *Consistent Counsellor Cigar*. It pays.

ALLEN R. CRESSMAN'S SONS, Mfgrs., PHILADELPHIA

CRESSMAN'S COUNSELLOR 5¢ CIGAR

The Original and Genuine

Central Union

Smoking Tobacco in a New Cut

Packed in a Pocket-proof Package

1½ ounces—5 cents

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For Gentlemen of Good Taste

San Felice

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The Deisel-Wemmer Company

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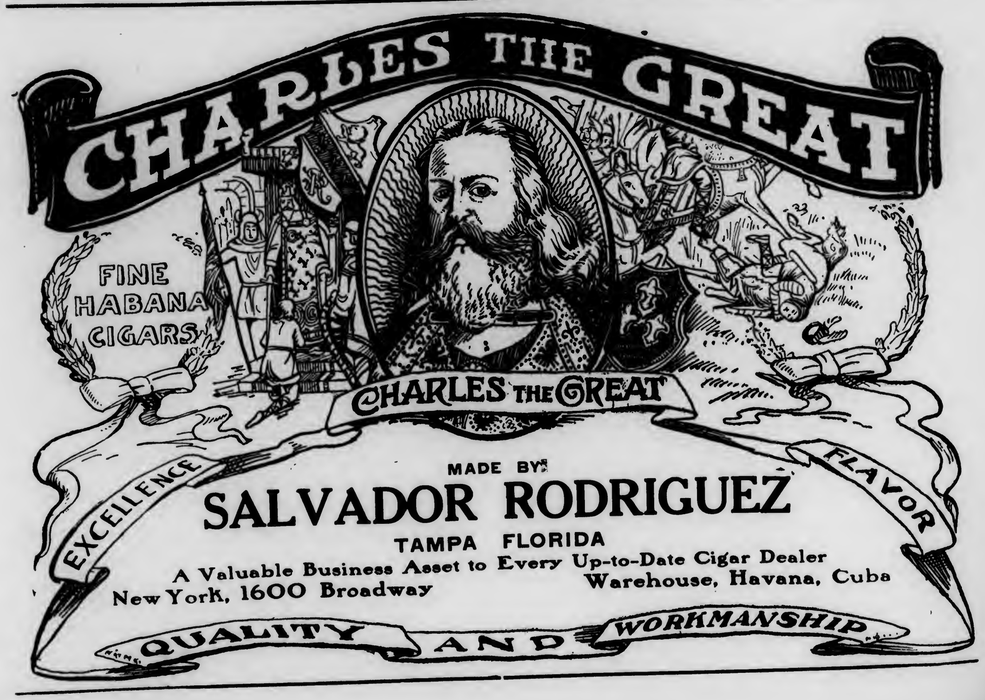

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Smoking Tobacco in a New Cut

Packed in a Pocket-proof Package

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United States Tobacco Co.

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For Gentlemen of Good Taste

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CIGARS

The Deisel-Wemmer Company

LIMA, O.

INTENTIONAL SECOND EXPOSURE

EISENLOHR'S

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Quality Paramount

CELEBRATED

H. UPMANN CIGARS

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Strictly Independent Manufacturers

CHAS. LANDAU

Sole Agent for United States and Canada

82 Wall Street - New York

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BY STOCKING

"Our Principal"

A Nickel Cigar of Merit

Smokes Well

Sells Well

Pays Well

TRY THIS LINE

"Our Principal" Cigars give the retailer good profits, and the smoker complete satisfaction.

Back of **"Our Principal"** brand stand our principles. We believe in putting honest goods in our cigars, we manufacture under the most sanitary conditions.

More dealers sold our leading brand in 1913 than ever before. We will make a new record in 1914.

Write to-day for terms.

J. W. BRENNEMAN, Manufacturer, Millersville, Pa.

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Clear Havana Cigars

Lopez Hermanos

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New York Office:
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Broadleaf
Wrapped
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Cigars

Real Havana Tobacco Skillfully Blended

Pre-eminent by Comparison

THE SHIELDS-WERTHEIM COMPANY, Cleveland

Exact Fac-simile of the Government Stamps on Cigars, Cut Tobacco and Cigarettes, issued by the Government of the Republic of Cuba, according to the Law of July 16th, 1912.

THE ABOVE STAMP IS USED FOR CIGARS AND CUT TOBACCO

All manufacturers are compelled to affix these Stamps on all boxes of Cigars, packages of Cut Tobacco, as well as packs of Cigarettes, which are manufactured by them, and which constitute an absolute guarantee to the smokers, that the Cigars, Cut Tobacco or Cigarettes contained therein, are of Genuine Cuban Origin, made by Expert Havana Cigarmakers and Tobacco Workers.

THE ABOVE STAMP IS USED ON ALL PACKAGES OF CIGARETTES

The COLOR of THE ABOVE STAMPS is GREEN.

M. E. Canle, 156 Water Street, New York, Representative for the United States, of the Union of Manufacturers of Cigars and Cigarettes of the Island of Cuba, is duly authorized to prosecute any falsification, or colorable imitation of the above stamps by law with the assistance of the Cuban Minister at Washington.

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TOBACCO

In addition to the handy, half-size 5¢ tin, is now packed

in Full-Size 10¢ tins

Also put up in ½ pound and pound humidors

EVER-LASTING-LY GOOD

Year after year
CREMO
maintains its popularity

The mellowness and smoothness of the Cremo blend suit the taste of a vast number of smokers

Cremo CIGAR
5¢

OUR LATEST EFFORT

The best value ever attempted in a long filler Sumatra wrapper cigar

Statesmen MILD 5¢ CIGARS

THEY WILL SELL

JEITLES & BLUMENTHAL, Ltd.
PHILADELPHIA, PENNA.

COPENHAGEN
Chewing Snuff

We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

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50 Union Square North **New York, N. Y.**

Get aboard the Band Wagon

Piedmont is the big noise in 5-cent cigarettes.

Months ago it won the record as the biggest-selling 5-cent cigarette in this country.

Now we're out to DOUBLE present sales of Piedmont cigarettes, so we are putting a coupon in each package of Piedmonts.

It's a winner!

Liggett & Myers Tobacco Co.

Piedmont Cigarettes
10 for 5¢

LA FLOR DE R. A. BACHIA Y CA. TRADE MARK HABANA

BACHIAS
Havana Cigars
For Men of Means

Renowned for Uniformity

IDENTIFIED BY THE GREEN AND GOLD BAND

R. A. BACHIA & CO.
47 West Sixteenth St. **New York**

10c. **GENUINE** **15c.**
HENRY IRVING HABANA SEGARS

Made in the honest old-fashioned way by

John W. Merriam & Co.
139 Malden Lane
New York

LOVERA

CLEAR HAVANA CIGAR
Made under U. S. Bond by
Jose Lovera Co.
TAMPA, FLA.

FOR QUICK RESULTS
TRY A
TOBACCO WORLD WANT AD.

Fancy Cigar Boxes
made by
Henry H. Sheip Mfg. Co.
Columbia Ave. and 6th St.
PHILADELPHIA

SOVEREIGN Cigarettes

SOVEREIGN Sales are jumping by millions every month—

"Quality Tells"

SOVEREIGN is scoring one of the most *amazing successes* in cigarette history! That wonderful, mellow flavor of its Southern-grown, Old Belt tobacco is something *new—surprising—delightful.*

2 COUPONS In Every Package

Redeemable for Valuable Presents and for Cash

The Exceptional Cigar

BUSTILLO BROS. & DIAZ, Inc.

GENERAL OFFICES
267 Fourth Avenue New York City

LIPSCHUTZ'S 44 CIGARS

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E. H. GATO CIGAR COMPANY
FOR FORTY YEARS THE STANDARD
By Which Clear Havana Cigars Are Judged

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Formerly of
CALIXTO LOPEZ & CO.
Packers and Importers of VUELTA ABAJO TOBACCOS 90 Wall St., New York

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5 cent cigar
ASK YOUR JOBBERS
MANUFACTURED BY
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BAYUK BROTHERS

FIVE CENT CIGAR
PHILADELPHIA

DIAMOND JOE TRADE MARK CIGAR FACTORY
ESTABLISHED 1850

Charles Denby
BEST THAT SKILL, ENERGY AND MONEY CAN PRODUCE
H. FENDRICH, Maker, EVANSVILLE, IND.

5c CIGAR

In a Class With the Melons

5c.-Rocky Ford Cigars-5c.

Delicious Flavor
Made at our Newark, N. J. Factories

We also manufacture at our several factories located at Pittsburgh, Pa. the celebrated

[Pittsburgh "FAMOUS" Stogies]

The jobber's biggest asset in the 2 for 5c. line.

Our 2 for 5c. and 3 for 5c. lines of CIGARS and STOGIES are so extensive that space does not permit mentioning

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HAVANA CIGARS
They Lead the Leaders
26 SIZES
Acker, Merrall & Condit Company
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F. RODRIGUEZ Y CA. San Miguel 85, Habana, Cuba.

Manufacturers of the celebrated
"ELITE" Habana Cigars.

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Sole Representative for United States and Canada.

Fifth Avenue Cigarettes
The Union Made Cigarette of Quality
Bearing Union Label
Ten cents per package of ten. Mouthpiece, Cork Tip, Plain
Live Distributors Wanted
I. B. KRINSKY
207 North 4th Street . . . BROOKLYN

The Standards of America:

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts
Strong, Salt, Sweet and Plain Scotchs

MANUFACTURED BY
GEORGE W. HELME CO., 111 Fifth Ave., New York

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DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

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ROMEO Y JULIETA
RODRIGUEZ, ARGUELLES & CO.
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THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD
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CORRESPONDENCE SOLICITED

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LA FAMOSA
EQUAL TO ANY MILD 10¢
CIGAR

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Vuelta Abajo "Castaneda"
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Makers of
The New Bachelor Cigar
401-405 E. 91st Street, New York

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The payment of $1.85 per pound duty on your wrapper IS A NEEDLESS EXPENSE IN YOUR BUSINESS when you can obtain wrappers of such *high standard* and *merit* in BURN, QUALITY and YIELD as our

American Sumatra Wrapper

Don't lose valuable time if you want to make your business profitable for 1914.

Our Customers are already convinced. Let us convince you?

American Sumatra Tobacco Co.

131 Water Street, New York

MADE IN BOND

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

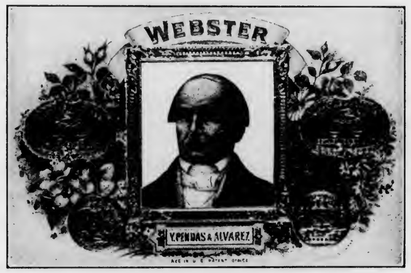
V. Guerra, Diaz & Co., Tampa, Fla.

Established 1867

Our Motto "Quality

Y. PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA.

HAVANA CUBA

T&O COMPANY MAKERS

Wm Penn

10c. Cigar

Good Thru' & Thru

THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
Offices: 1020 SECOND AVE.
New York City

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123 Maiden Lane
New York

Importers of Havana and Packers of Leaf Tobacco.

One of the largest packers of shaded tobacco in the world

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M. MELACHRINO & CO., Inc.

EGYPTIAN CIGARETTES

You Cannot be Mistaken if You Stock the Easiest Sold Cigarettes

M. Melachrino & Co., Inc., are purveyors and supply all the Courts, Embassies, 120 Clubs and 360 Regimental Messes throughout Europe

GRAND DEPOTS OF M. Melachrino & Co., Inc. {London, 8 Regent St., S. W. {Capetown, South Africa Calcutta, 10 Government Place Alexandria, Rue Cheriff Pacha CAIRO, Head Office and Factory Hamburg, 18-20 Grosse Backerstrasse

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214-216 WEST 47th STREET, NEW YORK

THE TOBACCO WORLD

Vol. XXXIV. PHILADELPHIA AND NEW YORK, MAY 1, 1914. No. 9.

ANTI-COUPON BILL PIGEON-HOLED BY COMMITTEE UNTIL DECEMBER

Ways and Means Committee Springs Surprise—New Draft Was Expected to Pass Without Delay—Opposition Claims Such Bill Unconstitutional

(*Special Dispatch to "The Tobacco World."*)

WASHINGTON, D. C., April 29, 1914.

THE Ways and Means Committee gave the supporters of the anti-coupon bill a shock yesterday when they postponed further action on the question until next December. The new draft of the bill, which is appended to this article, was supposed to be popular with the Democratic leaders, and it was believed that the same would be favorably reported and immediately passed by both the House and the Senate.

In view of the hearty support which this bill has received from every section of the country, it is somewhat of a shock to its many supporters to learn that the vote to hold up further action on the question until next December stood 11 to 7 in favor of the pigeon hole.

Despite the fact that opposition to the bill has apparently come from the sources that would be most harmed by it, it was not thought that it was strong enough to carry weight with the committee. However, Congressman Garner, of Texas, has loomed up as being decidedly opposed to the passage of such a bill on the grounds that it is unconstitutional and that further he would oppose any bill that had for its object the use of taxing power to ruin any single corporation. That such a bill is unconstitutional was the opinion recently given by the Massachusetts Attorney-General on a similar bill that was to be considered by the Massachusetts legislature.

The Sub-committee on Ways and Means finished the new draft of the bill a few days ago. It was thought at the time that it had been revised so that it removed all objections, retaining the good points and leaving no loophole that might nullify the power of such an act.

The bill as revised follows:

Section 1. The term tobacco products shall be held to include manufactured tobacco, snuff and cigars and the term cigars shall be held to include one or more cigars, one or more little cigars and one or more cigarettes.

The term tobacco coupon shall be held to include any coupon, fractional coupon, prize ticket, or other device which is attached to, connected with, packed in or with, forms a part of, encircles, accompanies the sale or gift, or is given with any tobacco product or any stamped package or receptacle thereof, if any such coupon, fractional coupon, prize ticket, or other device, contains any direct or indirect promise, or proposition or offer, to make redemption or payment in cash or merchandise therefor, or for any number of same or to exchange property therefor, or for any number of same, whether such redemption, payment, or exchange, is made or is to be made by a manufacturer of or dealer in tobacco products, or by any other person, firm or corporation.

The term tobacco gift shall be held to include all articles of value, other than tobacco coupons, matches and cigarette paper, which accompany the sale or gift of or are given with any tobacco product or any stamped package or receptacle thereof. If any tobacco product accompanies the sale or gift of or is given with any article or thing of value except a tobacco coupon, such tobacco product shall be held to be included in the term tobacco gift.

The term tobacco attachment shall be held to include any article or thing or part of an article or thing other than a tobacco coupon or a tobacco gift which at any time is attached to, connected with, packed in or with, forms a part of, encircles, accompanies the sale or gift of or is given with any tobacco product or any stamped package or receptacle thereof.

(*Continued on Page 22*)

EXPECT NEW JOBBING HOUSES AS RESULT OF OPEN MARKET

Few Survivors Preparing to Take Advantage—Planning to Extend Their Business—Others Preparing to Enter Field—Metropolitan Will Fight to the End

NEW YORK, N. Y., April 27, 1914.

WITH the declaration by the big tobacco companies of the open market policy for New York and vicinity, the jobbing business in that territory is taking an upward trend, and for the first time in fifteen years those who want to go into the jobbing business will be in a position to do so on an even basis with the Metropolitan Tobacco Company. The Metropolitan Tobacco Company, however, is not going to withdraw from the field without a struggle, as is evidenced by the petition which they have recently circulated among their customers.

With its salesmen able to control considerable business by their personal solicitation, with its facilities for almost perfect distribution, and the tremendous amount of goodwill that still exists among the dealers for them, it is easy to see that the Metropolitan is still a force to be reckoned with by any new houses that seek to enter the jobbing field. The Metropolitan has recently circulated a petition among its dealers, which it will probably use at Washington if any further efforts are made to disturb its business operations. The petition was the result of appeals from a number of dealers who feared that they would have to come to New York to secure their goods in the future if the present zone of the Metropolitan was curtailed or its distribution methods interrupted.

In addition to the petition, the Metropolitan has added to their deal propaganda one of free matches, which will undoubtedly bring joy to the hearts of many small dealers who have never looked with any degree of favor on this item of expense.

A result of the open market policy has been the dragging forth into the light of day some of the old-time jobbers who had almost been forgotten, but who are now polishing their armor and are preparing to enter the lists.

Several of the established firms are preparing to expand their business. New parties are planning to enter the field and the manufacturers outside are rubbing their hands with glee, for they see a chance for themselves to cut down expenses.

With a strong array of jobbers in New York, many outside manufacturers will be able to close their New York offices and place their brands in the hands of one of the jobbers. With competition keen and a good house to handle his goods in the district of Manhattan, the manufacturer may well be pleased.

Whether the Metropolitan contemplates further steps or not, is not known. It is sufficient, however, to count their strength well, and not to underestimate the mighty power that they wield.

KNICKERBOCKER.

"Tungsten," the nickel brand of Jeitles & Blumenthal, is meeting with splendid success through the Wm. A. Stickney Cigar Company, St. Louis, Mo.

IRREGULAR PAGINATION

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ESTABLISHED 1881

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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Jobbers Pleased With Open Market

The declaration of an "open market" in New York and vicinity has caused the old-time jobbers to look about and make plans to get back into the field. In addition there are a number of new men who are planning to enter the jobbing field, too, as they feel that the present policy will leave room for all.

Aside from the effect of this movement on the part of the several tobacco companies involved, on the jobbing trade, it means much to manufacturers outside of New York City. With new jobbing houses in the field, those who have never tried to place their goods in Manhattan because of the existing conditions, will now be encouraged to extend their territory; manufacturers who, because of the same condition, have maintained offices in New York, will now be able to turn their work over to a jobbing house and save the expense of a Manhattan establishment.

At any rate the outlook for a big boom in business in New York is good, and it is safe to predict that competition in the cigar and cigarette lines will be keener than at any previous time in the history of Broadway.

Anti-Coupon Bill Sidetracked

After a strenuous fight on the part of the independent manufacturers, jobbers and retailers to secure immediate action on the Underwood Anti-Coupon Bill, it is quite a disappointment to learn that the Ways and Means Committee, to which it was referred, had decided to lay it over until next December.

Opposition claims that the bill is unconstitutional and Congressman Garner is quoted as saying that he is not in favor of a bill that has for its object the destruction of a single corporation.

It appears to those who view the debate from the gallery that the bill does not attack a single corporation, but rather seeks to have discontinued a practice that is held by many sound business men to be harmful. There are hundreds of successful cigar manufacturers and retailers who have built up their trade without the use of coupons and premiums, and who continue to hold their trade without their use. Legislation against coupons and premiums would, undoubtedly, make a tremendous difference in the trade of manufacturers and stores using them; but then, on the other hand, it simply puts them on a footing with those in the trade who manufacture and sell, successfully, without their use.

If such a bill is unconstitutional, then, for the present, at least, much good effort has been wasted.

* * *

War and the Tobacco Trade

Although the Mexican situation does not seem to be progressing with any degree of rapidity, the acceptance of mediation by the United States caused the stock market to show a favorable turn, and indications are that there will be no war—at present, at least.

War is an unhealthy condition; it may cause a certain artificial business boom for a time, but the relapse that follows generally causes a slow recovery.

In raising war funds the tobacco business has been one of the first to feel it and the last to be released from its grip. The money spent to carry on warfare goes into shot and shell that produce no revenue, and the empty purse must be refilled. In this case it seems probable that should there be a war there will be no immediate effort made to raise funds. Should such, however, be the case, it has been suggested that the Income Tax be increased. That would, of course, affect those best able to pay, but sooner or later the methods of raising funds would have to be made more general.

Business conditions have not been very steady of late and a war would not help matters. We hope there will be no war, but at the same time we believe that the dignity and honor of the United States should be upheld at any cost.

Already some of the steamships of lines important to the tobacco trade have been commandeered by the government. This will hamper the importation of leaf, and should war be declared the importers might find themselves facing a very serious situation.

CORRECTION.

In our April 1st issue we published the name and address of E. G. Keller & Son, Springet, Pa., as being listed under Factory No. 583, Ninth District of Pennsylvania. We have since been informed that this is incorrect, the correct listing being A. F. Burg, East Prospect, Pa.

MY friend McDonnell, of Yahn & McDonnell, prominent Philadelphia distributors, has in his employ one of the neatest and most polite errand youngsters I have encountered in a long time. Recently the little chap was sent to deliver a bill of goods to a pool room cigar stand not many blocks distant from his firm's headquarters. The bill amounted to $3.99, and when presented the proprietor of the stand was tendered a penny in exchange by the errand lad.

Thereupon the proprietor took occasion to compliment the boy on his celerity and faithfulness in delivering his goods, and told him as a mark of his esteem he would give him the penny change for a tip. The youngster, as is his wont, removed his cap and thanked the man, and then started for his store. Just as he had reached the exit the man called after him and said: "Come back here. Didn't I just give you a penny for a tip and tell you what a good boy you were?"

"Yes," replied the youth.

"Then," answered the proprietor, "what sort of a chap are you to take my tip and leave this room passing all of the slot machines on the way?"

* * *

How to handle loafers in the retail cigar store is one of the questions which has worried dealers from the most ancient times. It is a fact known to every dealer that the loafers are often boisterous to the extent of harming trade. By congregating in the front of the store and endeavoring to solve one of the national problems they many times forget themselves and indulge in loud words and scuffles which are likely sooner or later to damage either trade or property. Now, the question is, how to maintain a check over the loafers without offending them; for loafers or not, they are bound to spend a certain amount of money with the dealer. If he "calls" them outright, they leave in a disgruntled state, and in certain small towns, not only boycott the dealer themselves, but work actively against him. On the other hand, the dealer must run the risk of having his high-class trade harmed, with the additional personal humiliation of feeling that he is not the boss in his own place of business, when it comes right down to tacks.

One dealer in a small town solved the problem by establishing a large gong in the outer room, which could be operated from the rear of the store. He said nothing to the boys, but on the next occasion when the crowd became loud with customers in the place, the gong sounded three times in rapid succession. The loafers took the hint, and were amused instead of offended at the tactful manner in which the proprietor protested. In another town a dealer solved the problem by organizing a mandolin club. When a loafer made too much noise he was promptly silenced by the rest, who wanted to hear the music. Furthermore, the orchestra in time became an organization of real class and proved a drawing card for trade. Thus did this dealer turn what looked like a liability into an asset.

While walking along the shady side of Chestnut Street the other day with an over-zealous friend, I was much amused at a rebuke that his impertinence brought him, and at the same time I gleaned some information.

Ahead of us was a well-dressed man of about sixty years who seemed intent on finding some object which he had apparently lost and for which he seemed to be diligently searching.

As we were walking somewhat faster than he was, we soon caught up to the old gentleman, and were both astounded to see him just knocking the fire from the end of a half-smoked cigar butt and dropping it in a bag.

It made so much of an impression on my friend that he went up to the man and in no uncertain tones said: "If I were in your place I would choose some other place and time for shooting cigar stumps rather than a public thoroughfare during rush hours."

With the eye of a trained measurer of men, the old gentleman straightened up, looked my friend over from head to foot, and then looking him full in the eye, said with the irony that comes from years of practice: "Young man, if you never spent any more money for that filthy weed than I have, you would be better off than you are this minute. The reason I am engaged in this occupation at present is because there is a room at my home filled with plants that will shortly have to be transplanted, and I have found that the only thing this nicotine filth is good for is to kill the bugs which will soon infest them."

* * *

She had merely wished to put his love to the test. It had not occurred to her that he might impulsively say goodbye and go out of her life forever, but apparently she had misjudged him, and now he was gone—gone, alas! and she was left alone to nurse a vain regret.

Half-swooning, she sank into a chair and covered her face with her hands. Tears trickled between her fingers and bitterly she reproached herself.

"Why," she sobbed, "did I let him go? I have lost him! Oh, foolish girl that I was not to have put my arms around his neck before it was too late and asked him to forgive me!"

But hist!

Suddenly she raised her head and listened.

Yes, there was some one at the door.

It is he!

Hastily dashing the tears from her eyes, she assumed an uncompromising look. He had returned to sue for peace. She must compel him to humbly admit that he had been wrong. It was her duty to herself to insist he must surrender unconditionally.

He rang the bell, but she did not rush to let him in. Not until he rang again did she go to the door.

For a moment they stood facing each other. Proudly she waited for him to begin his plea for mercy.

At last he spoke.

"I'm sorry to trouble you," he said, "but I forgot my cigarettes."—Exchange. THE ONLOOKER.

IRREGULAR PAGINATION

"Cado," a New Fifteen-cent Cigarette

THE Cado Company, manufacturers of the well-known "56" cigarette, which took the trade by storm only a short time ago, are now preparing to market a new ten-for-fifteen-cents cigarette to be known as "Cado." Aside from the attractive package in which "Cado" is offered to the consumer, it makes its chief appeal on quality, and smokers of "Cado" will quickly appreciate the high standard that the makers have set for this new cigarette. This blend makes its appearance to the trade on May 1.

At a recent meeting of the Cado Company, Inc., Paul A. Drucklieb was elected president to fill the office made vacant by the death of his father, Charles A. Drucklieb. Other officers elected were: Henry L. Drucklieb, vice-president; George H. Roeschke, general manager, and Albert H. Francis, auditor.

Good Sumatra Purchases by H. Duys & Company

Nearly half of all the new Sumatra bought by American importers to date has been purchased by H. Duys & Company, and they are now offering this stock at reasonable prices despite the fact that they were compelled to face a high market themselves. This old and reliable house states that despite reports to the contrary, they believe that the new crop will prove satisfactory to the trade.

They also state that they have some of last year's tobaccos, having purchased practically every suitable lot obtainable in the European markets. They are also holders of fine old and new Java tobacco, both Havana and Sumatra style.

Creditors of British-American to Sue

It is understood that the Metropolitan Tobacco Company, the largest creditor of the British-American Cigar Stores Company, through their attorneys are co-operating with Clifford G. Ludvigh, the trustee in bankruptcy, to recover some $6000 or $7000 alleged to have been illegally paid out of the funds of the now bankrupt company. W. W. St. John, the company's former president, and S. I. Davis & Company, are to be made the defendants in the action. If this money is recovered it is said that the creditors will receive a very fair dividend.

New Coupon Company to Serve All

The United Profit-Sharing Corporation announce that they have now worked out the details of their business and that the new coupon will be ready for issuance in a month or so. A feature of the policy of the new company is that retailers and manufacturers, regardless of their affiliations, will be allowed to use the coupons.

C. E. Barker, who has had wide experience with a coupon corporation, well known to the tobacco trade, has resigned from that firm to become the manager of the United Profit-Sharing Corporation. Mr. Barker's wide experience should be of great assistance to the new company in placing their coupons.

"Naturals" Now Marketed With Cork Tips

SCHINASI BROTHERS, makers of the famous "Natural" cigarettes, have recently sent an announcement to the trade to the effect that they are now making "Naturals" in both cork and plain tips at the same price. "Natural" cigarettes, plain tips, have been a standard on the market for a long time, and all that has been needed to increase their sales has been to make them in cork tips as well, at the same price. In catering to that class of consumers who demand a cork tipped cigarette, Schinasi Brothers have taken a step that is bound to win a larger following for their already popular brand.

Austin Nichols & Co. Get "Charles Denby"

The establishment of the "Charles Denby" cigar in New York is now in the hands of Austin Nichols & Company, and those acquainted with the methods of placing a brand can readily believe that the "Charles Denby" cigar will soon be very well known to Manhattan smokers.

"Charles Denby" is a nickel smoke made by H. Fendrick, Evansville, Ind., and it is one of the leading smokes of the Middle West and Coast sections. The Fendrick factory is one of the largest of its kind in the world.

Fifty Years for E. Spingarn & Co.

On May 1, 1864, E. Spingarn & Company moved into their present quarters, 5 Burling Slip, and shortly afterwards abandoned cigar manufacturing to enter the leaf tobacco business. This house was among the first to import Sumatra into this country, and aside from being one of the foremost Sumatra houses they are also extensive dealers in Pennsylvania.

The firm is now composed of Elias Spingarn and his sons, Harry J. and Sigmund.

Bernard Simpson Composition Confirmed

Judge Hand has confirmed a composition of Bernard Simpson, cigar dealer in the Singer Building and also at 99 Nassau Street, with creditors, at 43 cents on the dollar, cash. The liabilities were $16,600.

April 30th is set as the date of the removal of Jonas M. Rosenthal & Co., from 166 Front Street, New York City, to 148 Water Street.

The wedding of Morgan Gunst, of the well-known cigar family of that name, to Miss Aline Dreyfus, of New York, took place in that city yesterday. They will spend their honeymoon on the Continent.

John Alvarez, of Y. Pendas & Alvarez, is back again in New York, having recently returned from a very extensive trip in the interests of the company's "Webster." Practically every large city from New York to San Francisco was covered.

"Charles Denby" Cigars in Denver

This display of "Charles Denby" cigars recently appeared in one of the windows of the H. F. Totman Drug Store, Fifteenth and Stout Streets, Denver, Colo. Mr. Totman states that the window display has attracted a great deal of attention and that it has increased the sales of "Charles Denby" cigars materially, in fact that it has secured first place among the 5-cent sellers. Mr. Totman also says that both o his stores in Denver handle the "Charles Denby", and that he has yet to receive his first complaint regarding the quality.

"Havana Ribbons" Close Successful Month

Bayuk Brothers Company are closing their books on a most successful month's business, having received a nice increase over same month of 1913.

"Havana Ribbon" distribution is being actively pushed by all of their men and very encouraging reports are received from the various territories as to the repeating business on the brand.

D. S. Achenbach, Pennsylvania and New York representative, has just completed a trip through Western Pennsylvania and has forwarded the office some substantial orders on "Ribbons."

A. G. Bucher, Iowa and Nebraska representative, has now recovered from his recent spell of bad health and has already started an active sales campaign to cover his entire territory.

W. H. Yochem, Coast representative, is just winding up a successful campaign with Ehrman Brothers Company, San Francisco, and will leave this week for the Northwest with Portland as his objective point, and where he intends working in conjunction with the sales force of Mason, Ehrman & Company, who have control of the brand in that territory.

The Arnheim-Herz Company, Pittsburgh, Pa., who are distributors for the "Reynaldo" cigar, made by Luckett, Luchs & Lipscomb, have been of material assistance in causing three times as many cigars to be manufactured bearing the "Reynaldo" label, as was manufactured for the same period in 1913.

Strikes Causes Removal of Factories

Owing to continued strikes in the Puerta de Tierra and Bayomon factories of the Porto Rican-American Tobacco Company, at San Juan, P. R., it has been decided to open two factories in the United States in the vicinity of New York. According to the figures now in mind it is expected that fully eight hundred cigar makers will be needed to continue an output of 1,000,000 cigars a week.

Cigarettes With Standard Pure Tobacco Binders

The Tobacco Production Company, of New Milford, Conn., has had a quantity of cigarettes made up with the company's patent binder used instead of the customary paper wrapper, and those that have tried them say the cigarettes are enjoyable. The company is now planning to make a thinner and lighter grade of their product to supply the cigarette trade.

Uhl Estate $100,000

An estate of $100,000 was left by Russell Uhl, late president of the Penn Tobacco Company, who ended his life by jumping into the Susquehanna River on April 4.

The will was dated April 3. The real estate is valued at $50,000 and the personal property at the same amount. The entire estate is left to his wife.

The Tobacco Products Corporation has sent H. W. Jones out to Pittsburgh, to take charge of the corporation's line in that territory.

ANTI-COUPON BILL PIGEON-HOLED BY COMMITTEE UNTIL DECEMBER

(Continued from page 15)

Section 2. There shall be levied, collected and paid by the affixing of adhesive stamps for and upon every tobacco coupon before issuance a tax at the rate of two cents for every ten cigars or any fraction thereof in connection with which such tobacco is issued and a like tax of two cents for every two ounces of tobacco products other than cigars or any fraction thereof in connection with which such tobacco coupon is issued.

Section 3. There shall be levied, collected and paid by the affixing of adhesive stamps for and upon every tobacco gift before delivery a tax at the rate of two cents for every ten cigars or any fraction thereof in connection with which such tobacco gift is delivered and a like tax of two cents for every two ounces of tobacco products other than cigars or any fraction thereof in connection with which such tobacco gift is delivered. Provided, that if the tobacco gift shall itself consist of a tobacco product and if it be delivered in connection with an article or thing of value other than a tobacco product, the tax thereon shall be levied, collected and paid in proportion to the quantity of said tobacco product at the rates provided in this section.

Section 4. That on and after the first day of September, 1914, there shall be levied, collected and paid by the affixing of adhesive stamps for and upon every tobacco coupon and tobacco attachment upon redemption, payment or exchange a tax at the rates provided in Section 2, of this bill. Provided, that if it is impossible to determine the quantity of tobacco wherewith said coupon or said attachment was issued or sold, then for each such coupon or each such attachment a tax of Eve cents shall be levied, collected and paid.

Section 5. That tobacco coupons stamped in accordance with the provisions of Section 2 of this act, notwithstanding anything contained in Section 4 hereof, upon redemption, payment or exchange, shall not be required to pay the tax provided in said Section 4, but all unstamped or insufficient stamped tobacco coupons and tobacco attachments if offered for redemption, payment or exchange on and after the first day of September, 1914, shall be stamped as provided in Section 4, by the person, firm or corporation redeeming, paying or receiving the same in exchange. Provided that no tax shall be levied, collected or paid upon any coupon issued prior to the passage of this act. Provided further, that no tax shall be levied, collected or paid upon any tobacco attachment if it is affirmatively shown that such tobacco attachment prior to the passage of this act was sold by the manufacturer of the tobacco product with which it was connected.

Section 6. That the Commissioner of Internal Revenue shall cause to be prepared for the payment of the taxes provided by this act suitable stamps denoting the said tax. Such stamps shall be furnished collectors of internal revenue desiring them.

Section 7. That in all cases where an adhesive stamp is used for denoting the tax imposed by this act, the person, firm or corporation affixing the same shall write or print thereon the initials of his or its name, and the date on which said stamp is attached or used, and any person, firm or corporation failing so to do shall forfeit the sum of $50 for each offense. As a substitute for or in addition to the method prescribed in this section the Commissioner of Internal Revenue is authorized to prescribe such further method for the cancellation of stamps as he may deem expedient and effectual. He is directed to make imperative the application of such method.

Section 8. This section provides penalties for forging or counterfeiting the stamps. It is the same language as in the former bill.

Section 9. That except as provided for in this act none of the packages of tobacco products prescribed by law shall be permitted to have packed in or attached to or connected with them any article or thing whatsoever, whether redeemable or not, other than the manufacturers' wrapper, labels, non-redeemable bands, non-redeemable tags, labels showing the identity or the association of the laborer engaged in the manufacture of the tobacco product, or of the merchant who is expected to sell it, the internal revenue stamp and the tobacco product put up therein on which tax is required to be paid under the internal revenue laws.

Section 10. That any person, firm, or corporation violating any of the provisions of Sections 2, 3, 4 or 5 of this act by failing to affix the stamps required by said sections shall, upon conviction thereof, be punished by a fine of $50 for every failure so to affix said stamps and every person, firm or corporation violating any of the provisions of Section 9 hereof shall upon conviction be punished by a fine of $50 for each offense.

CAPITOL.

Kissimmee to Enter the Field

Realizing the vast possibilities in the cigar manufacturing business, the Kissimmee Board of Trade, Kissimmee, Fla., recently took preparatory steps towards the incorporation of a company to engage in the business of manufacturing Havana cigars. The new company, which is to be known as the Key West Havana Cigar Company, will have a capital stock of $10,000, to consist of 1,000 shares of the par value of $10 each.

Trade Jottings

Quite an elaborate lighting system is being installed in the store of John D. Ross, one of the "live wires" of Denver.

A cigar store has been opened on South Main Street by John Munley, Pittston, Pa.

The new cigar stand in the Hotel Chisca, Memphis, Tenn., is proving quite a success. It is operated by Best & Russell.

A voluntary petition in bankruptcy was recently filed by Frank Rathbun, a retail cigar dealer of San Bernardino, Cal.

Julius Kraemer, Toledo, O., has just taken on the distribution in this territory of Stachelberg's "Havana Seconds."

Garrambrant & Parket, cigar dealers, Hood River, Ore., expect to occupy their new building shortly.

Kingshaker & Co., Kansas City, are doing well on their "Peter White," a recent five-cent acquisition. A good business is also being done by this house on "William Penn," invincible size.

"B. B. B. Panatellas" (Brudno Stogie Company, Cleveland, O.), are being featured quite extensively by Simon Shissler & Son, Lancaster, Pa., local distributors. An attractive window display, also, forms a part of the campaign.

The Peoples Cigar Stores Company, Boston, recently used quite extensive newspaper advertising to inform the public that during a two days' special sale of "Lucky Strike," a 25-cent Manhattan briar pipe would be given free with each 50-cent glass jar of the tobacco.

Through the recent installation of a cigarette making machine, Carlos Cremata, a Key West cigar manufacturer, will be able to cater to the local trade. Before the machine was acquired, Mr. Cremata manufactured cigarettes as a side line only.

Quite a busines is being done on "Havana Seconds," one of the leading brands of Moss & Lowenhaupt, up-to-the-minute retailers, located in St. Louis. Messrs. Moss & Lowenhaupt claim that they are the largest direct Cuban cigar importers in St. Louis.

"Stanlico" is the name of a new five-cent brand that is being exploited by the Charles P. Stanley Cigar Company, St. Louis, Mo. The company does not make much of an effort pushing new brands, inasmuch as an established trade on sterling goods keeps them hustling.

A new jobbing house has been opened up in New Bedford, Mass., and is known as the Converse Tobacco Company. The owner of the new enterprise is George Converse, for many years connected with the plug tobacco department of the P. Lorillard Tobacco Company.

"Sani-Head," a five-cent cigar, manufactured by the Consumers Cigar Company, Chicago, Ill., is a new brand that has been taken on by the Western Cigar Company, Kansas City, Mo. This company recently appointed H. Reiter as representative in Missouri and Arkansas territory. Mr. Reiter was formerly with the Oberholtz & Poinsett Cigar Company.

"United" Will Invade British Isles

According to a special cable from London to the Chicago "Tribune," their correspondent has it on the highest authority that despite all denials the United Cigar Stores Company has decided to invade the British field. Industrial circles are already awaiting the first gun in the battle between the British Imperial Tobacco Company and the "United."

George J. Whelan, president of the United Cigar Stores Company, arrived in London on the 26th, having crossed on the "Imperator." It is stated on the best authority that Mr. Whelan has been looking very carefully over the field in England for the past few years, while his agents have been on the ground for a long time making arrangements and combining some of the independent cigarette firms of England.

It is further stated that arrangements for the invasion were completed a year ago, but that one firm of cigarette manufacturers held aloof and the beginning of the battle was delayed. It is understood that this firm has now definitely joined the forces of the United Cigar Stores Company and that the invasion is assured.

Wants to Use Parcel Post

HAVANA, CUBA, April 23, 1914.

The Cuban Government is making a strong effort to secure a parcel post treaty with the United States, whereby carriage of general merchandise in the mails may be secured. Especial emphasis is laid by Havana men interested in this matter upon the practicability of sending by post cigars in lots of less than 3000. The Cuban Government is pointing out to the postal authorities that inauguration of such a treaty between these countries would very probably pave the way for introduction of many kinds of American merchandising in Cuba. The Cubans point out that the only privilege of exceptional value to them in return would be facility for shipping cigars by post to their customers throughout the United States. The Havana cigar trade is taking more than ordinary interest in the project.

American Trade Helped Turkish Tobacco

The Franco-Ottoman Regie (tobacco monopoly) has furnished the following interesting figures showing the increase in the tobacco crop, which is said to be caused by the growth of the American trade.

In 1909 the crop amounted to 10,765,455 pounds; in 1910 it advanced to 16,803,355 pounds; but in 1911 and 1912 there was a decline to 14,700,885 pounds and 13,661,955 pounds, respectively, due to disturbed conditions during the Balkan war; however, in 1913 there was a decided increase, the reduction amounting to 16,238,390 pounds.

The contract between the Turkish Government and the Regie, which has recently been renewed for a term of 15 years, will not affect the export trade, and the trade with the United States, which has amounted usually to sixty per cent. of the total output, should continue to grow.

Shearer Boosting "Tadema" Cigars

W. B. Shearer, representing I. Samelson & Company, Memphis, Tenn., in the Louisiana territory, was accompanied on his trip through the State last month by Robert E. Breder, factory representative of Aguelles Lopez & Brother, Tampa, manufacturers of "Tadema" cigars. The "Tadema" brand is possibly the largest clear Havana seller in Louisiana, and the increase in sales the past year has been very gratifying to both the manufacturers and I. Samelson & Company, who are distributors for Louisiana and Mississippi.

Banquet for Salesmen of M. A. Newmark & Co.

(By Telegraph to "The Tobacco World.")

LOS ANGELES, CALIF., APRIL 27, 1914.

For the fine work done by the salesmen of M. A. Newmark & Company on "Don Remo," made by the firm of A. Davis Sons & Company, of Cincinnati, O., an elaborate banquet was tendered them at the Hollenbeck Hotel, Los Angeles, on the evening of April 25. J. W. Hoyt, Pacific Coast representative of A. Davis Sons & Company, and Joseph L. Goldsmith, manager of M. A. Newmark & Company, were hosts to more than fifty guests.

In speaking of banquets, this affair was the equal if not the superior of any of its kind ever given in the famous Los Angeles hostelry; the arrangements were perfect and reflected great credit on the hosts. William Latimer, the hotel steward, who had charge of the preparation of the food for the dinner, was toasted, and much praise was given to him for the splendid menu.

Music was furnished by a large orchestra, while the guests were further entertained by a cabaret show, which included three very pretty young women whose singing and dancing brought forth continued applause.

In the course of the evening speeches were made by Messrs. Hoyt, Goldsmith, Flatau, McKinney, Baker and others, including Morris Burke. A letter was read from A. Davis Sons & Company, while telegrams from Allen Davis and Marco Newmark were received with cheers.

"Don Remo" cigars were the smokes of the evening.

Herman Flatau, of M. A. Newmark & Company, was toastmaster.

ALKALI.

Member of the Benson & Hedges Firm in the West

A. P. Hedges, of the cigar and cigarette firm of Benson & Hedges, recently arrived in New York and has since gone West. He was accompanied as far as Chicago by S. P. Hubley, New York manager. Mr. Hedges will continue on to San Francisco and Los Angeles. The firm of Benson & Hedges has headquarters in New York, Montreal and London.

Playing No Favorites, Says the Department

WASHINGTON, D. C., APRIL 25, 1914.

The Treasury Department does not like the insinuation that some one has made that they have been playing favorites in the matter of the Bonded Factory Law. They claim that they have been doing their best to fulfill the letter of the law and not to favor certain territories and factories.

As proof of this statement the fullest investigation is going on in re of the matter now being argued and upon which the New York and Tampa manufacturers disagree. The words, "Spanish Method," on the label used by New York manufacturers has been questioned by the Tampa cigar men, as the latter claim that this term does not explain the New York method used on clear Havana work. Meanwhile New York manufacturers are awaiting the outcome.

Derry-Bradfield Company Report Good Increase

That business conditions generally are improving is the firm belief of the Derry-Bradfield Cigar Company, Grand Junction, Colo. For instance: The business done in March, 1914, was forty per cent. over that of March, 1913, while the business of the first three months of 1914 shows and increase of thirty-three per cent. over the same period of the preceding year. The Derry-Bradfield Company state that their increased business is not due to any expansion in territory, inasmuch as there has been but little change in this connection during the last year or so.

Philadelphia Notes

Charles Bobrow, of Bobrow Brothers, makers of the "Bold" cigar, left Philadelphia on the 28th, on a trip through the New England States.

George Becker, of Arguelles, Lopez & Company, of "Tadema" and "Romeo y Julieta" fame, was a visitor to the Quaker City trade this week.

"Tony" Banyan, of Jose Escalante & Company, Tampa, Fla., left Philadelphia recently with a well-filled order book for "Corina" cigars, manufactured by this firm.

L. M. Walters, Eastern representative for Bobrow Brothers, has been cutting a swath through New York State with "Bold" cigars. He is now on his way to Ohio, and has been sending in daily "repeat" orders that have demonstrated to the home office that this is surely a "Bold" year.

B. Harry Moulsdale, general sales manager for the Sanchez & Haya Company, factory number 1, Tampa, was accompanied on his recent trip throughout the eastern territory by A. Torry, treasurer of the company. This old bulwark of clear Havana goods is operating under the new bond law, the management as usual doing everything in their power for the protection of the dealer and consumer.

The Juniper and Market Streets store of Yahn & McDonnell is making a special display of "Tungsten" cigars, manufactured by Jeitles & Blumenthal, Ltd., 119 South Eleventh Street, Philadelphia.

The "Statesman" cigar, also manufactured by this firm, continues in firm demand, being especially strong throughout the recently developed teritory of the Middle West.

The Rofelda Cigar Company finds that business is quite brisk on their "Rofelda" and "Quaker Ben" brands in Brooklyn and New York City, where they are receiving a nice duplication business. Orders from the West and Middle West are keeping the factory busy, and indications are that the demand from that section will continue to grow.

The store located at 111 South Broad Street, Philadelphia, formerly operated by J. G. Atherholt, Inc., is now catering to smokers who use the east side of Broad Street, under the name of the Manhattan Cigar Company.

As stated in a prior issue, J. T. Gaine is the active head of the new enterprise, and his experience should qualify him to give the best service possible to patrons new and old.

The Bulgarian Law in New Territories

The British Minister at Sofia reports that he has been informed by the Bulgarian Minister of Foreign Affairs that, from January 14 last, the Bulgarian law relating to tobacco has been in force in the new territories. Under this law all tobacco, save that required for internal consumption, may be exported by private persons free of all taxation. The Bulgarian Government has no present intention of instituting a tobacco monopoly in Bulgaria.

Ben Hampton Goes Abroad

Benjamin Hampton, who recently took charge of the Smoking Tobacco Department of the American Tobacco Company, sailed for Europe on the 18th. It is said that the trip was made in an effort to recuperate Mr. Hampton's health, which, of late, has not been of the best.

Recent Incorporations

Press Cigar Company, of St. Louis, Mo. Capital $5000. The incorporators are Albert Levy, Robert L. Etzkorn and Florence Etzkorn.

Hawaiian Cigar Company, San Francisco, Calif. Capital $50,000. The incorporators are G. St. John, J. R. Wilson, J. L. Daniels, H. A. Yuzuk and C. W. Reed.

Hart County Loose Leaf Tobacco Warehouse Company, Munfordsville, Ky. Capital $16,000. The incorporators are J. R. White, J. T. Crutcher, W. J. Ray, J. M. Nunn and P. F. Larimore.

Opler & Willert, Buffalo, N. Y. Capital $5000. To carry on a wholesale tobacco business. The incorporators are Arthur Opler, John Willert and Carl Sherman.

E. A. Fuller Tobacco Company, Hartford, Conn. Capital $60,000. The incorporators are E. A. Fuller, president; J. J. Connor, vice-president, and William Fuller, secretary.

The Schleucker Company, Buffalo, N. Y. To carry on a tobacco and smokers' supply business. Capital $10,000. The directors are Theodore Schleucker, William J. Doetsch and Norbert C. Kropp.

Ryan-Hampton Tobacco Company, Louisville, Ky. Capital $100,000. To establish a tobacco manufacturing plant, etc.

The Chatham Tobacco Board of Trade, Chatham, Va. No stock. T. D. Martin, president; T. W. Scott, Jr., secretary.

Upper Cumberland Loose Leaf Tobacco Warehouse Company, Gallatin, Tenn. Capital $40,000. For the purpose of operating loose leaf tobacco warehouses at Gallatin and Carthage. The incorporators are W. B. Ford, Lee Duke, L. M. Ross, E. L. Anderson and M. G. Schamburger.

Cameron-Neal Tobacco Company, Richmond, Va. Capital $25,000 to $50,000. Alexander Cameron, Jr., president; E. Don Cameron, secretary.

The Co-operative Tobacco Company, Inc., of Lawrenceville, Va. Capital $10,000 to $25,000. W. W. Meredith, president; P. Lee Chambliss, secretary.

Breckenbridge Loose Leaf Tobacco Warehouse Company, Hardinsburg, Ky. Capital $5000. The incorporators are C. V. Robertson, E. L. Robertson, Paul Compton, H. M. Beard and John O'Reilly.

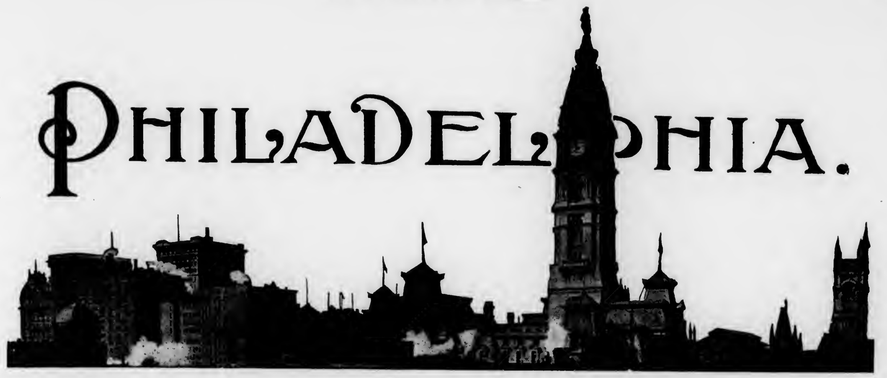
Heyman & Hollaender Occupy New Quarters

Heyman & Hollaender, dealers in imported and domestic leaf, for a long time located at 203 Pearl Street, near Maiden Lane, announce that they are now ready to entertain their friends and customers at their new quarters, 175 Water Street.

R. J. Reynolds Tobacco Company for "Open Market"

On the 17th instant the R. J. Reynolds Tobacco Company, one of the four companies named in the recent investigation of the Metropolitan Tobacco Company by the Department of Justice, followed the lead of the P. Lorillard Company and the American Tobacco Company by declaring an "open market."

PHILADELPHIA.



Baum Brothers Find Good Demand for Brands

BAUM BROTHERS, makers of the well-known "A. J. Cassatt," "Little A. J. Cassatt" and "Coiner" brands, report that business is good and that they are working to their full capacity.

The Reading Cigar Company, Fifth and Elm Streets, Reading, has recently taken on the distribution of the above brands and reports that the cigars are becoming quite popular with Reading consumers.

Nathan Baum is now on a trip through Pennsylvania and New York State, and his reports indicate that there is no let-up in the demand in that section.

Interesting Engagement Announced

Of considerable interest to the trade in Philadelphia, as well as to the many friends of the fortunate young man, is the announcement of the betrothal of Miss Rose Bobrow, a sister of Messrs. Charles and Harry Bobrow, manufacturers of the "Bold" cigar, to Harry Tetrosky, of the Independent Cigar Stores Company. It is rumored that the wedding will take place some time in June.

Lloyd E. Goss Has Good Tobacco Stand

Lloyd E. Goss, the popular druggist at Fifteenth and Master Streets, enjoys a cigar and tobacco trade that is almost equal to that of an exclusive cigar store. Although he has been located in the neighborhood only a few years, his trade is continually on the increase, and his genial smile and obliging ways have won him hosts of friends.

Located on the southeast corner of Master and Fifteenth Streets, in the heart of a rapidly growing apartment house district, and on one of the most travelled car lines in the city, the cigar stand has proven a valuable adjunct to his business. "Cinco" "Havana Ribbon" and a number of other popular five-cent smokes are carried. Jeitles & Blumenthal's brands are quite popular and he has a good trade on their "Royal Peer" Panatela. The stand also is provided with a good variety of clear Havana goods as well as smoking tobaccos and the better grades of cigarettes.

J. G. Durand Has Popular Smoke Shop

J. G. Durand, Fifty-seventh and De Lancey Streets, who enjoys much of the cigar and cigarette trade in the vicinity of Fifty-seventh and Spruce Streets, reports that his business is going nicely. "Cincos," "Havana Ribbons," "Bolds," "44s" and "Little William Penns" rank among the best of his five-cent sellers, while "Girard" seems to have the call in the ten-cent goods. Prompt and courteous treatment is one of the things that brings and keeps for him many of his customers.

Business Good With M. J. Dalton Company

ALTHOUGH there is some complaint among jobbers and distributors in the down town section of the city, the stores and stands operated by the M. J. Dalton Company are slowly but surely forging ahead of the business accomplished for the same period of last year.

One line that is selling and repeating better than ever in the history of this house is the F. Lozano brand, which is rapidly approaching an unparalleled sale for clear Havana goods made in Tampa.

One feature of these goods is their uniform quality, as the firm long ago decided upon just what grade of tobacco secured the best results, and are continually striving to maintain the same high standard.

New Scheme for Automobile Advertising

The well-known jobbing firm of Dusel, Goodloe & Company, 112 and 114 North Seventh Street, Philadelphia, are the first cigar concerns to utilize the exhaust on their automobile delivery car for advertising purposes.

On the top of the car is a cigar-shaped sign calling the attention of the public to the "Goodloe" cigar and by connecting the exhaust to the end of the sign which represents the end which is being burned, a steady vapor is released, and the effect is that a mammoth cigar is being carried on top of the car and by some means remains lighted.

Through the efforts of this wide awake firm, the Havana-American Company has recently opened a number of new accounts in Lackawanna and a part of Luzerne County, Pennsylvania. "La Preferencia" and "Principe de Gales" have proven their claim that they repeat.

Henry Reisenberg, after a visit to New Orleans, will start north to spread tidings of "Bold" cigars. He has recently been visiting the MacPike Drug Company and has sent in a fine bunch of duplicate business. The MacPike Drug Company is reported to be very enthusiastic over the "Bold" way things are going.

Finley Acker Takes On "Blue Peter"

The Finley Acker Company have placed the "Blue Peter" cigarette in the store located at Twelfth and Chestnut Streets, and these goods are finding a ready sale to smokers who desire a distinctive quality.

Another piece of goods recently added to this store is the "Edwins Juniors," made by the Edwins Cigar Company, New York City, which are sold in packages of seven for fifteen cents. This smoke is panatela shaped, and is bound to meet the requirements for a short, satisfactory puff.

Key West

Cigar Factories Have Dull Time—Bubonic Plague Causes Rush to Get Tobacco Out of Havana—Hjaimer K. Cold, City Clerk, Disappears—E. H. Gato Factory Still Closed by Strike

KEY WEST, FLA., April 25, 1914.

BUSINESS among our cigar factories is still very dull and there are no great prospects now for any revival in trade until autumn. Shipments have been very small since last report owing to the close-down of one of our shops to have necessary repairs made to their building and the fact that owing to a labor difficulty among its employees one of the largest factories on the island has been inactive.

C. L. Poston, representing the American Tobacco Company, was in town this week in the interest of his firm. During the recent conflagration which destroyed a large portion of St. Augustine, Fla., Mr. Poston distinguished himself for bravery in rescuing people from the burning buildings and had all of his hair burned off his head as a consequence, from which misfortune he is still suffering. He is very modest about the incident; in fact, absolutely refuses to talk on the subject. The above information was furnished by a friend of his who knows all about the affair and is the truth.

Although at present there have been no cases of bubonic plague found among those who are employed in the tobacco warehouses of Havana, but owing to the fact that twenty-eight squares are being fumigated and for fear that any day a case may be found, the warehouses have been fumigated with sulphur and thousands of dollars' worth of tobacco ruined. Our manufacturers will try and bring over all their leaf stocks within the next two weeks and have same stored here. It would be a good idea for all cigar manufacturers in the United States who have leaf stored there to have same brought to this country, for, according to the official statement of Dr. R. H. Creel, Past Assistant Surgeon, U. S. H. S., now in Havana, the bubonic plague situation in Havana is serious and things may come to the worst at any time. In the close of his report he says: "No false sense of security should be engendered by recent modification of quarantine. The plague situation in Havana is serious and merits the heartiest co-operation of all citizens to prevent the spread of the disease."

Hjaimer K. Cold, city clerk and known to everyone in the local trade as "Mazzantine," who was office manager of P. Pohalski & Company when they had their plant located here some years ago, disappeared about two weeks ago and no trace as to his whereabouts can be found. His financial accounts with the city are said to be O. K. and he has had no family difficulties. He has not, however, being enjoying very good health for some time and this may account for his mysterious disappearance.

Walter Moore, representing P. Lorillard Tobacco Company, was a caller on the trade this week in the interest of "London Life" cigarettes and other products of his house.

J. Steinberg, of the American Tobacco Company, was in the city recently in the interest of "Sovereign" cigarettes.

The workmen of the E. H. Gato Cigar Company went out recently on a strike and the big shop has been inactive ever since, although they have a fair demand for their products. The cigarmakers demanded an increase in price on certain vitolas and the discharge of the foreman. The firm readily acceded to the first demand, but as the foreman is satisfactory to them they will not very likely give in to the latter demand. So the matter remains in statu quo. The company got in a heavy shipment of leaf from Havana on Saturday night. Advices received in the city state that E. H. Gato, Sr., who recently underwent an operation in a hospital in Havana for cataracts, had been discharged and that the vision of his eyes had been fully restored.

C. L. Knowles, of the Alonso Reijas Ca., left recently on a drumming trip through western sections in the interest of his house.

Business is in excellent shape at the factory of the Cortez Cigar Company and a full force is being carried. The board of directors of the company met recently and elected the following officers for the ensuing year: Lee Roy Myers, president; Vivian Myers, vice-president; Joseph D. Myers, secretary and treasurer; Claude H. Roberts, factory manager, and Chas. R. Curry, office manager.

The inspector for the bonded factory of the M. Perez Company has been appointed and assumed the duties of his position on Monday morning. Strippers are at work and as soon as they get sufficient material ahead the manufacture of cigars under the new system will be started.

W. A. Griffin, auditor of the Havana-American Company, was in the city recently and has since left for Tampa.

Luis Martinez, president of the Martinez-Havana Company, left this week for Cuba, where he will spend some time at his tobacco plantations at Guira de Melema. It is very probable that by the time he returns to this city the stock of tobaccos at the factory will be sufficiently worked down to enable them to make application for the made-in-bond privilege.

The big Solace factory of Geo. W. Nichols & Company, after a recess of two weeks, during which several alterations and improvements were made to their building, resumed on Monday.

Jaime Pendas, manager of Moreda & Company, got back this week from a business trip to Tampa. C. E. Browne and T. R. Sciple, of McGucken & Hyer, the architects, of Tampa, have arrived in the city. They will supervise the construction of the company's new building now under way. Mr. Sciple will remain in town until the structure is completed, while Mr. Browne, who is a concrete expert, will only be here for a couple of weeks or more.

The sign "United States Bonded Factory, Mi Favorita Cigar Company," has been placed on the bonded portion of the above company's building. A large force of strippers are still at work getting material in shape and it is very likely by the time this is printed the actual making of cigars under the new system will have begun.

R. E. Edwards and wife arrived on Monday from Tampa. Mr. Edwards was recently appointed inspector at the bonded factory of the M. Perez Company and assumed his duties on Tuesday morning.

At a recent meeting of the board of directors of the Peninsular & Occidental S. S. Company, held in Jacksonville at the company's headquarters, the following officers were elected: R. W. Parsons, president; M. F. Plant, first vice-president; J. P. Beckwith, second vice-president; C. L. Myers, general manager, and P. J. Saunders, assistant manager, with headquarters at Jacksonville, Fla. Mr. Saunders passed through the city recently en route to Cuba on an inspection tour. The rumor that the Florida East Coast Railway System had acquired the Peninsular & Occidental S. S. Company and that both interests would be consolidated has been officially denied.

J. H. Cayrro, the leaf dealer of Havana, was in town this week and has since left for New Mexico.

Colonel Sam. J. Wolf, of S. Wolf's Sons, this week tendered the services of himself and the Key West Militia to the United States Goverment for the Mexican campaign. This is one of the best equipped and drilled body of men in the country and all of the members are enthusiastic over the prospect of active service.

Emilio Pons and Ernest Berger, of the Tampa-Cuba Company, passed through town this week being en route to the leaf markets of Havana, where they will make purchases of leaf for the use of their house.

Robert Lee McClintock, the local cigarette manufacturer, is making a vigorous campaign for his brand "La Beldad" among the makers of the paper rolls in this city. These cigarettes are made of the very finest qualities of Cuban tobaccos and should gain many patrons for the firm.

William H. Malone, of the Professional Cigar Company, left this week to attend the Grand Lodge of Odd Fellows at Lake Land, Fla.

A prominent cigar man who visited the city recently in conversation about the New York factories which had been recently bonded, and owing to some hitch were compelled to close down, said: "The made-in-bond law reminds me very much of the 16 to 1 platform of William Jennings Bryan, in that the more it was explained the less it appeared the matter was understood. Nearly every day something new is cropping up and there is entirely too much red tape connected with it for the good of the cause."

Tobacco Statement.

Importations of Havana leaf tobacco in bond for two weeks ending, April 24, 1914:

Moreda & Company	32	bales
San Carlos Cigar Company	9	"
M. Perez Company	96	"
Geo. W. Nichols & Company	124	"
Cortez Cigar Company	136	"
Moreda & Company	57	"
Cortez Cigar Company	15	"
Ruy Lopez Ca.	230	"
Mi Favorita Cigar Company	340	"
E. H. Gato Cigar Company	731	"
Total	1770	"
Withdrawals	350	"

INGLACITA.

(Shipments on Page 30)

Son of Julius Sirlin Chain Store Manager

Harold Sirlin, son of Julius Sirlin, the well-known cigar manufacturer of Syracuse, N. Y., has recently been appointed manager of the Associated Cigar Stores of America, following the resignation of John Stevens, the former head of the concern. Mr. Sirlin succeeded Mr. Simpson, who has acted as temporary manager.

Mr. Sirlin is in his early twenties, but has been one of the most prominent boosters that the club has had. His enthusiasm and ability, it is believed, will help him to carve a successful career from this opportunity.

Window Displays Feature "Jose Vila" Campaign

The recent "Jose Vila" campaign inaugurated in Los Angeles by M. A. Newmark & Company, distributors in that territory for the brand, is being started off with elaborate window displays. Herewith is produced the window arrangement recently shown in the Third and Broadway store of Fred Barman & Bro. "Jose Vila" cigars have taken Los Angeles by storm and Berriman Brothers, Tampa, Florida, the makers, are much pleased with the advancement they are making in that territory.

Tampa

San Martin & Leon to Make in Bond—Cliff Berger to Act as Salesman in Chicago—Quiros, Villazon & Company Get Sam Caro

TAMPA, April 27, 1914.

SAN MARTIN & LEON, makers of the "El Briche," notify the trade that they have decided to "make in bond." Just so soon as the necessary papers are received from Washington, the new method will be begun.

Cliff Berger, son of the general manager of the Tampa-Cuba Cigar Company, and city salesman for the same company, has left for the Chicago branch of the Tampa-Cuba Company, where he will act in a similar capacity.

R. E. Edwards, in charge of the tobacco of the M. Perez Cigar Company, Key West, was a recent visitor to Tampa, as was J. Pendas, manager of the Moreda Cigar Company, Key West.

Before returning to Jacksonville, where he makes his headquarters, W. B. Moore, P. Lorillard Tobacco Company's salesman, who was visiting here a short time ago, plans to spend a few days in Plant City.

Joaquin Lopez, our well-known cigar manufacturer, has been elected a member of the Board of Public Works.

Cuesta, Rey & Company are "going some." Starting in 1884 with 600 square feet of floor space, in thirty years they have increased their space to 112,200 square feet (including the new addition now being erected), which, if computed on a yearly average, gives them an increase of 3720 square feet per year.

Quiros, Villazon & Company are much elated over their latest acquisition in the way of a representative. Their new salesman is Sam Caro, who will represent them on the Pacific Coast.

PERFECTO.

Weller Brothers Have Popular Cigar Store

Weller Brothers, who for a number of years have operated a cigar store on Main Street, Hightstown, N. J., continue to hold a bulk of the trade of the city and surrounding country. Saturdays, from the time the farmers begin to come to market, until the late hours of the evening, "Tote" and "Charlie," as they are popularly known, are busy supplying the demands of the customers.

They carry a full line of five- and ten-cent goods, together with smoking and chewing tobacco and cigarettes. The lines have been carefully chosen and they are able to supply the wants of the travelling man as easy as those of their customers.

"Tote" for a number of years has played a high-grade class of baseball and is well known throughout the surrounding towns. The Peddie Institute for Boys is located in Hightstown, and the store is a popular visiting place for them. Both the Wellers are hearty supporters of Peddie athletics, as well as of the town, and they have earned the popularity which they now enjoy.

A Foolish Stunt

After having locked himself in a room, stopped all the crevices and turned on the gas, Charles Bills, of Shreveport, La., couldn't resist his desire to smoke a cigarette, and accordingly struck a match. Poor Bill, it is stated, will recover, having only been blown through a window. But the house was partially wrecked.

Chicago

Conditions in Middle West Show Improvement—Retailers Say Consumer Is Not Buying Up to Normal—Weeghman, of "Chi-feds," Gives Away Folding Cigar Cases—Millionaire Oliver W. Norton Gets Bequest for Cigars

CHICAGO, ILL., APRIL 27, 1914.

WHILE general conditions in the cigar and tobacco business in this city might be much better, on the other hand they might be much worse. Several conditions have conspired during the past week to place obstacles in the path of good business. Most important of these is the approach of the time when the saloons and cafes must pay license. Following May 1, the date set by the city ordinance for this painful extraction of money for which no visible return is given, jobbers expect business to improve by leaps and bounds. Just at present, however, the liquor men are inclined to retrench.

Leaf houses report good conditions. Collections are fair in the Middle West, and manufacturers are buying stock in a manner which indicates that they have confidence in the future of the trade. Travelers returned from road trips declare that general conditions in the smaller cities in their territories are good for the trade. If anything, the writer is of the opinion, after several conversations with leaf travelers, that conditions are worse in Chicago at the present time than they are on the outside.

Cigar box houses report that more than the usual number of new brands will be launched this spring by manufacturers throughout the Middle West.

In Chicago perhaps less than the usual number of cigars are being sold at the present time. The weather has been favorable for retail trade during the past two weeks, but there seems to be a general feeling on the part of the public that less money should be spent for luxuries. Fortunately for the trade, a good portion of the male population of this city regard tobacco as a necessity rather than a luxury.

E. B. McKenzie and George W. Anderson are working the trade together on "El Roi-Tan" cigar, and are getting the results. This is only to be expected. Mr. McKenzie is one of the most aggressive of the younger cigar salesmen of the city, while Mr. Anderson is one of the oldest. The former sells them getting acquainted and the latter renewing old acquaintance. Between the two of them few get away.

The cigar department of Reid, Murdock & Company, now completely installed in the fine new building of the company, declares that trade is good for the season on "El Roi-Tans," "Julianas" and "Reubens." The department has felt in a marked degree the influence of the adverse conditions which are working against the jobbers at the present time, but they are inclined to be optimistic.

Arthur C. Sloman, who was formerly a member of the sales force of the J. & B. Moos Company, has accepted a position with Bondy & Lederer. He will work in co-operation with the sales force of the Steele-Wedeles Company, local distributors for "Tom Keene" and "Lawrence Barrett," which are the brands of Bondy & Lederer.

S. M. Rosenthal, of H. Schermerhorn, has left the city behind him while he is taking a two weeks' vacation at French Lick Springs.

P. L. Lovell, who was formerly a member of the sales force of G. F. Faber, Inc., has accepted an offer to become the Chicago representative of the Camp Cigarette Company.

Abe Marco will open a cigar store at Greenwood Avenue and Forty-third Street on May 1. Mr. Marco is well known to the trade here, having been in business before.

John Wardlow, president, and A. V. Jockel, vice-president of the Ruy Lopez Company, were in the city last week on their way to St. Louis and other points in the Southwest. They were accompanied by Leo Weiss, western representative.

Charles Weeghman, the enterprising restaurant man, who owns a large portion of the stock in the Chicago Federal League baseball club, showed that he knew what he was doing last week when he began to give away as souvenirs in his restaurants an imitation leather folding cigar case, made for three cigars. The case furnishes ample protection to cigars carried in the pocket. Reinforced varieties are given to lovers on request. Nothing is said on the exterior of the case about the Chi-feds. Perhaps Weeghman does not consider that necessary. In view of the newspaper publicity, anything that could be said now would be near superfluous. The Weeghman restaurants are heavy dispensers of cigars.

Speaking of restaurants, it is said that a stock company has bought the entire chain of John R. Thompson restaurants for $6,000,000. Little publicity has been given to the big deal, as it is assumed that the new company does not want the patrons of the restaurant to know that John R. Thompson's will no longer be the guiding hand.

B. P. Cunningham is a new city salesman for the Best & Russell Company. Mr. Cunningham was formerly salesman for Morrison, Plummer & Company.

Few cigar stands in the city have a higher class of trade than the one conducted in the grill of the Blackstone Hotel. The leader of a wide variety of high-grade imported cigars is "The Blackstone," the private brand of the hotel. The cheapest at which any of the various sizes of this cigar retails is fifteen cents. The wrappers are both Seed and Sumatra, and in either case have apparently been so well selected that the burn is perfect.

The Llanz Company has been incorporated for $30,000 to deal in cigars and tobacco. The incorporators are C. M. Aldridge, James Donahue and Thomas Redding.

The "High Sovereign," made by Barron Brothers, has been having an excellent run in this city at several of the stands during the past few weeks.

That there has passed through the world at least one woman who had the right idea in regard to cigars and tobacco was demonstrated last week, when the will of Mrs. E. C. Vincent, a wealthy lady of Chicago, was admitted to probate.

"To Oliver W. Norton, to be expended for the best cigars he can buy, I give and bequeath $250."

Thus read the document.

The two families are old residents of Chicago, and it is said that Mrs. Vincent had often taken occasion to remark upon the great pleasure which Mr. Norton took in smoking. In leaving to him the sum to be spent as designated, she believed that she was giving him the greatest possible pleasure which he could secure for such a sum.

"I shall carry out the spirit of the bequest to the letter," said Mr. Norton.

"Will you buy banquet size imported cigars in cases, or will you hold to you own favorite brand and spend the money bit by bit until it is all gone?" was the question put to Mr. Norton by the correspondent for THE TOBACCO WORLD.

"I think I shall follow the latter course," he replied. "My favorite cigar costs ten cents, and I think it is the best I can buy."

G. W. WHITCOMB.

Important Trade Change on the Coast

The sale of his interests in the stores of B. Bercovich, B. Bercovich & Company, and the Bercovich Smokers' Emporium, by Bert Bercovich has caused considerable comment in Oakland, Calif., and is looked upon as one of the most important trade changes in some time.

The purchaser of Mr. Bercovich's interests is said to be A. Samuels, of Stockton, Calif. Mr. Samuels represents the Samuels' Smoke Shops. In the linking of the Bercovich stores with the Samuels' Smoke Shop chain it will be noticed that the stores of the former will not suffer, as both chains have always been considered cigar stores of a high grade.

Mr. Bercovich did not include the Hotel Oakland cigar stand in the sale, and it will continue to be run by his brother Billy. For a number of years Bert Bercovich controlled the cigar business at Twelfth and Broadway, and for that reason was known for a long time as the "Monarch of Twelfth and Broadway."

Martin-Breitt Appointed Agent for "United"

From St. Louis comes the announcement that the Martin-Breitt Real Estate Company has been appointed agent for the stores of the United Cigar Stores Company and that it will manage the company's holdings in St. Louis and the vicinity in the future. The agency will also negotiate leases for new locations. The company has numerous sections of stores that are leased to other tenants.

Continental Cigar Company May Move

The Continental Cigar Company, now located in Wichita, Kansas, is contemplating removing to Salina, Kansas, according to a recently published rumor. It is said that B. P. Hollingworth, manager, has written to a party in Salina to recommend a location there. The Continental Cigar Company produced the well-known "Gallant Knight," "Hollingworth," "Special," "Lord Selkirk" and "Major Paul."

New Cigar Stand for Chicago

Ralph H. Hamburger and Thomas W. Clayton, both for a decade employees of the United Cigar Stores in Chicago, has recently taken a lease of the store at the northeast corner of Clark and Madison Streets, for a term of eleven years, at a rental for the term of $102,000. The premises will be occupied as a cigar store.

SEED LEAF GROWERS TALK OF NEW BANK

Will Organize if Local Banks Do Not Aid Company—Company to Prevent Tobacco Being Sold at Unprofitable Prices—Purposes of Company

LANCASTER, PA., April 25, 1914.

THAT fifty per cent. of the tobacco sales are made for less than reported to the trade and other papers, is the statement made by some of the Lancaster County tobacco growers who are now lining up with R. L. Krimbrough against the bargain-driving buyer.

As the new company has been somewhat handicapped in planning for financial aid for its members, and as the banks of Lancaster have not looked upon the movement with any degree of favor, there is considerable talk of a bank being started by members of the association. At a recent meeting it was brought out that the packers have usually held the ruling power in the county banks when it came to dealing with members of the association. In view of this situation, Mr. Kimbrough said that it was not the intention of the company to antagonize anyone, but if the members could not get reasonable credit at the banks where they dealt, then he was in favor of starting a new bank. Following this statement pledges of stock were immediately made by some of the members present.

However, before going further with the idea, a resolution was adopted, inviting the banks of Lancaster to offer some means of extending the company a line of credit. Mr. Kimbrough was authorized to call upon the banks with the resolution.

At a meeting of the Board of Directors of the Seed Leaf Tobacco Growers' Company at the warehouse of the association, No. 59 North Duke Street, the following officers were elected: Dr. J. H. Pickle, president; C. H. Habecker, vice-president; S. F. Sweigart, treasurer; S. R. Nissley, secretary, and R. L. Kimbrough, general manager. The president appointed as the three members of the Executive Committee Messrs. Jonas Shenk, Martin Esbenshade and A. R. Landis.

At a meeting of the Advisory Board of Directors of the Seed Leaf Tobacco Growers' Company the Press Committee gave out the following statement of the object of the organization:

First. To establish, by first leasing and contracting for, and later building large central Lancaster and smaller township sales floors and packing houses, where the grower can bring his future tobacco crops as soon as stripped and baled to be properly graded by experts and sold by regularly stated public auction floor sales to the buyers of the trust and independent packers at the best prices the grades and quality of the tobacco will justify, with the privilege of rejecting any sale and ordering his crop to be packed in the company packing house so as to work out the best possible prices for his tobacco. In that event, the grower is to be paid by the company a fair cash price for his crop so ordered packed.

Second. To encourage the growers in every right way possible to reduce the acreage and increase the production per acre so as to produce a maximum of quality and weight.

Third. To build up a trade for manipulated goods direct with manufacturers over all the world, so as to secure a wide and profitable market for Lancaster seed leaf tobacco, distinctively known, advertised and guaranteed as such.

Fourth. To keep in immediate touch with each individual stockholder of the company, so as to keep him thoroughly informed on the acreage, condition, prices and all other tilling, cultivating, growing, curing and marketing conditions pertaining to tobacco.

ATTORNEY GENERAL CONDEMNS BILL

Proposed Enactment Said to be Unconstitutional—Ruling in Similar Case Cited

THAT it would be unconstitutional to license the distribution of trading stamps in Massachusetts is the opinion handed down by Attorney General Thomas J. Boynton in reference to House Bill 1643, which is accompanied by a petition of the Massachusetts Retail Cigar and Tobacco Dealers' Association, which provides that a license costing $6000 shall be taken out for every place of business in the State furnishing coupons, trading stamps, etc.

The Attorney General cites the case of O'Keefe v. the City of Somerville, a test case wherein the Supreme Judicial Court considered the validity of an act passed by the Legislature of 1904, imposing an excise tax on the giving or delivering of trading stamps or similar devices.

The court ruled that these stamps contravened nothing in law, pointing out that Constitutional liberty means the right to use one's faculties in all lawful ways, as one will in earning a living. Restrictions on this the court says may be made in the interest of public health, safety or morals, but nothing more. The Attorney General adds that the same court has ruled that the exercise of a natural right is not a "commodity," this point being in view of the provisions restricting the Legislature in imposing taxes or excises. Among the restrictions is one that they must be "reasonable" and if regulatory must be no more than the cost of inspection.

"The business," says the Attorney General, "or the method of doing business at which this bill is aimed is not, then, according to the decisions of the Supreme Judicial Court, a commodity, and therefore cannot be subject to an excise tax.

"If the stamps or similar devices mentioned in this bill are used in such a way as to constitute a lottery or game of chance, such use may be punished under criminal statutes already in existence.

"The method of doing business with trading stamps or similar devices is one which the Legislature has no authority under the Constitution to prohibit, and since it is not a commodity no excise tax can be levied upon it.

"The license fee fixed in the proposed bill is greatly in excess of the probable cost of inspection of the business and is evidently intended to prohibit the transaction of a business that the Supreme Court has held to be lawful."

Bubonic Plague Causes Tobacco Importers Worry

Importers of Havana tobacco are worried over the possibility of the plague district of Havana extending to the tobacco warehouse region, for it is said that if this happens the necessary fumigation will cause heavy loss to them. A special cable to "The New York Times" says that $1,000,000 worth of tobacco was in danger of injury by fumigation. It was said in the local market that fully 90 per cent. of this tobacco was owned by Americans. It is said to be a trade custom to leave the tobacco in storage in Havana until needed, and the present dull state of trade has made withdrawals unusually light of late. Consequently severe loss is faced. According to a letter received from Havana by a well-known tobacco importer, it had been intimated there that the Cuban Government would attempt to reimburse any losses caused by fumigation, but the importer in question was not inclined to take the report seriously. It is said that while fumigation does not actually ruin the tobacco, it affects the taste and aroma to such a degree that it cannot be used for the American trade.

OBITVARY

Walter Webster Larkin

WALTER WEBSTER LARKIN, head of the Larkin Company, manufacturers and dealers in cigars at 48 North Eleventh Street, Philadelphia, Pa., died at his home, 3546 North Marvine Street, on Tuesday. Mr. Larkin had been in the cigar business for many years and was widely known throughout the State. He was a member of Cloud Lodge No. 101, F. and A. M., of Gloucester.

Mr. Larkin was a veteran of the Civil War and was a member of Post No. 2, G. A. R. The funeral was held at the home Thursday evening, at 8 o'clock. The burial was at Tuckahoe, N. J., Friday.

Albert Warren Cole

Albert Warren Cole, aged 42, prominent cigar manufacturer of Newark, N. Y., expired Thursday night, April 16, at his home in Newark, following an illness of five weeks. He leaves his wife, two daughters, one son, his parents and one brother, all residing in Tioga, Pa. Interment was Monday, April 20, in Newark, N. Y., Cemetery.

Samuel G. Buckner

Following an apoplectic stroke, Samuel Gordon Buckner, for many years prominently allied with the tobacco interests of Hopkinsville and Christian County, Ky., died recently at his home in that city. Mr. Buckner, who was 78 years of age, early identified himself with the tobacco business and was one of the important factors in the building up of the Hopkinsville market. For a long time he acted as the senior member of the firm of Buckner, Woodridge & Co., at one time the leading warehouse of Hopkinsville. Following this connection he associated himself with Abernethay & Co. Mr. Buckner occupied the position of inspector of the Hopkinsville tobacco market for a number of terms, and acted in the same capacity with the Planters' Protective Association. He married Miss Kate Wooldridge, who survives him with two sons and one daughter.

Patrick Meagher

Patrick Meagher, for more than forty years manufacturer of cigars in Rochester, N. Y., died Sunday morning, April 12, at the home of his son, Joseph H. Meagher, of 48 Strong Street, Rochester, following a brief illness. Deceased was president of the P. Meagher & Sons Company, of 568 St. Paul Street, Rochester, and created the "Orange Blossom" brand of cigars, which has been on the market since 1873. Deceased was born in Roscrean, Ireland, on March 17, 1847, and one year later came with parents to the United States, settling shortly afterward in Rochester. In 1873 the late Mr. Meagher became actively interested in the manufacture of cigars, and he located on the site now occupied in Rochester by the Sibley, Lindsay & Curr Company store. The cigar firm was known as the Garin & Meagher & Company. Mr. Meagher dissolved partnership in 1880 and went into business for himself at 97 Martin Street, Rochester, at which address he resided until July of 1913. In 1907 the late Mr. Meagher constructed the three-story brick plant at 568 St. Paul Street, Rochester, and business so rapidly increased following the addition to the firm of two of Mr. Meagher's sons that larger quarters were shortly afterward secured in the same building.

Frederick C. Miller

Frederick C. Miller, of the firm of Miller, Du Brul & Peters Manufacturing Company, cigar mold manufacturers, died recently at his home, 3986 Rose Hill Avenue, Cincinnati, O. He was 71 years old. Mr. Miller was very well known throughout the trade and particularly in the section around Cincinnati. He was a veteran of the Civil War.

The deceased is survived by a widow and two daughters.

John Haskett

John Haskett, member of the firm of Halloran & Haskett, tobacconists, of Brantford, Ontario, died suddenly Monday night, April 13, at his home in Brantford. Deceased leaves his wife, one daughter and one son, besides several brothers and sisters. His mother also survives, living in Toronto, Ontario. Interment was April 16, in Brantford, Ont., Cemetery.

Milton Diehm

Seized with an attack of heart failure while driving his team a short distance from home, Milton Diehm, cigar manufacturer and tobacco buyer of Penryn, Pa., was found dead in his vehicle by a neighbor, who took the body home. Mr. Diehm, who was fifty-three years old, was a prominent cigar manufacturer and did quite a good deal of tobacco buying. He is survived by a widow and three children.

Key West Shipments

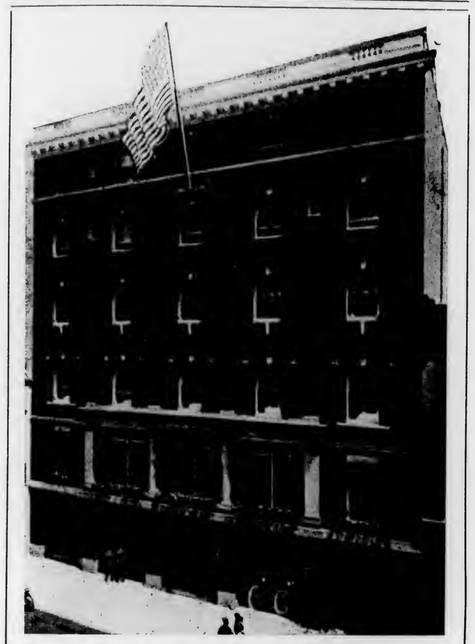
Cigar Shipments for Two Weeks Ending April 25th, Via Mallory Steamship Line to New York, Mobile, Galveston and the East and West Coasts of Florida.

	Cases
Godfrey S. Mahn, Philadelphia	6
Joseph Way, Philadelphia	2
Dusel, Goodloe & Co., Philadelphia	3
Moore Cigar Co., Philadelphia	3
Park & Tilford, New York, N. Y.	19
Geo. W. Nichols & Co., New York	10
United Cigar Stores Co., New York	6
Lowden & Co., New York	7
Ruy Lopez Ca., New York	6
Martinez-Havana Co., New York	5
E. H. Gato Cigar Co., New York	16
Metropolitan Tob. Co., New York	2
Mi Favorita Cigar Co., New York,	2
Potter, Sloan & O'Donahue, New York, N. Y.	2
Godfrey S. Mahn, New York	2
Wilkinson, Gaddis & Co., Newark, N. J.	3
Progressive Cigar Co., Newark	2
Montgomery-Hammond Co., Columbus, O.	2
F. A. Davis & Sons, Baltimore, Md.,	3
Neudecker Tobacco Co., Baltimore..	2
W. A. Henderson & Co., Washington, D. C.	2
Glaser Bros., San Francisco, Cal.,	5
C. Koen & Co., New Orleans, La.	8
H. Bercovich, San Francisco, Cal.	2
S. Goldstein, Austin, Tex.	2
E. Meredith, Sherman, Tex.	2
Fred Barman & Bro., Los Angeles,	3
Wilson, Davis & Co., Austin, Tex.,	2
S. Bachman & Co., San Francisco,	13
S. Bachman & Co., Los Angeles	2
James McCord, Ft. Worth, Tex.	10
M. A. Gunst & Co., San Francisco,	2
M. A. Gunst & Co., Los Angeles	2
Cortez Cigar Co., Savannah, Ga.	18
Moore & Jones, Nashville, Tenn.	2
Spurlock-Neal Co., Nashville, Tenn.,	2
Rothenberg & Schloss, Denver	2
Hart Cigar Co., Portland, Ore.	5
E. J. Rose & Co., Tacoma, Wash.	2
L. G. Deschler Co., Indianapolis	3
W. E. Eaton, Indianapolis, Ind.	2
Rothenberg & Schloss Co., Kansas City, Mo.	2
Kingshaker Cigar Co., Kansas City,	2
S. Bachman & Co., Los Angeles	7
Fred Barman & Bro., Los Angeles,	2
Valloft & Dreux, New Orleans, La.,	2
Chas. Myers & Co., New Orleans	2
M. Blaskower, San Francisco	2
H. Bercovich, San Francisco	3
S. Bachman & Co., San Francisco,	32
Glaser Bros., San Francisco	2
Columbia Drug Co., Savannah, Ga.,	2
Cortez Cigar Co., Savannah, Ga.,	18
T. S. Reed Grocery Co., Beaumont, Texas	5
C. N. Rhode, Galveston, Tex.	4
Metropolitan Cigar Co., Denver	4
Hart Cigar Co., Portland, Ore.	4
The Hicks Co., Shreveport, La.	3
Hill Bros., Miami, Fla.	3
W. A. Henderson & Co., Washington, D. C.	2
C. Burke Cigar Co., Mobile, Ala.,	2
Chas. C. Taft, Des Moines, Iowa	2
R. D. Burnett Cigar Co., Birmingham, Ala.	2
Berdan & Co., Toledo, O.	2
McGee's Hotel, St. Paul, Minn.	2
Wm. A. Stickney Cigar Co., St. Louis, Mo.	2
Metropolitan Cigar Co., Denver	2
Leo Abrahams Co., Milwaukee	3
Moore & Jones, Nashville, Tenn.	4
Cortez Cigar Co., Savannah, Ga.	23
M. A. Gunst & Co., Seattle, Wash.,	2
M. A. Gunst & Co., Spokane, Wash.,	2
Central Cigar Co., Memphis, Tenn.,	2
Capital City Tob. Co., Atlanta, Ga.,	4
Kingshaker Cigar Co., Kansas City,	2
C. Koen & Co., New Orleans, La.,	3
Godfrey S. Mahn, Philadelphia	2
A. B. Greenwald Cigar Co., Los Angeles, Cal.	4
Tacoma Groc. Co., Tacoma, Wash.,	5
H. Bercovich, San Francisco	4
S. Bachman & Co., San Francisco.,	2
Fred Barman & Bro., Los Angeles,	2
Glaser Bros., San Francisco	6
M. A. Gunst & Co., San Francisco,	3
Max L. Block, Honston, Tex.	2
Sam Freund, Waco, Tex.	2
Ellis Colmers Segar Co., Los Angeles, Cal.	2
Winter Drug Co., Denver, Colo.	2

Thieves plundered the cigar store of C. H. Hinton, 100 East Fourth Street, St. Paul, Minn., recently and escaped with cigar samples worth $20 and $5 in cash. They took no chances on leaving anything, for they opened sealed letters on the desk, which were to be mailed in the morning, and broke open two slot machines and took the small sums of money they contained.

G. Landerfield has opened a new cigar store in Dayton, O., at 222 East Fifth Street.

CLUBDOM SMOKING No. 13



The Chicago Automobile Club.

(This is the thirteenth of a series of sketches of the leading social clubs of the United States, paying particular attention to the cigar departments, purchasing agents and the favorite brands of each club.)

Articles in this series have appeared on the following clubs:

No. 1—Lambs' Club, New York.
No. 2—Union League, Philadelphia.
No. 3—City Club, Chicago.
No. 4—Olympic Club, San Francisco.
No. 5—The Pittsburgh Athletic Association.
No. 6—The Chicago Athletic Association.
No. 7—The Illinois Athletic Club, Chicago.
No. 8—The Union League Club, Chicago.
No. 9—The Fellowcraft Club, Detroit.
No. 10—University Club, Chicago.
No. 11—Hamilton Club, Chicago.
No. 12—Commercial Club, San Francisco.

WHEN it comes to investigating the trend of the cigar, cigarette and tobacco trade of the clubs of the city, no record would be complete without some mention of the Chicago Automobile Club.

In the first place, what is the Chicago Automobile Club? Is it an organization of rich men whose interest in gasoline wagons goes no farther than the sporting page of the newspapers? By no means is such the case, as the reader can tell by observing the picture of the club which is reproduced with this article. The entire first floor is devoted to a garage, where members can keep their cars while they are at the club. It's just the same as the stable for horses at the village inn, minus the oats. The remainder of the floors are much the same as those of other clubs in the city, but the details of this feature will be taken up in another place.

H. G. Wallace is in charge of the cigar department. Mr. Wallace has been with the club only a year, but he is a man experienced in all the branches of the cigar business, and while he said nothing himself, the writer learned from another source that he is making a showing with the cigar department which compares well with the results secured by the managers of some of the larger stands in the clubs of the city. Before Mr. Wallace took charge of the department at the Chicago Automobile Club he was manager of the cigar department of the Illinois Athletic Club. Previous to that he was manager of the National Cigar Store in the First National Bank Building, at Dearborn and Monroe Streets, which has graduated so many successful cigar managers. He is a young man, and one of the sort to make good with the class of men who form the membership of the Chicago Automobile Club. He is a good fellow, with a genial smile, a warm hand, and none of the cold suspicion which characterizes some of the club cigar department managers whom the writer has met.

The Chicago Automobile Club is one of the youngest clubs in the city, having been organized only twelve years ago. To walk through the richly furnished rooms, with their trophies in chased silver and gold, one might imagine that more than this length of time had elapsed since the beginning of the organization. The location of the club in Plymouth Court is a peculiar one. Plymouth Court is one of the largest printing and paper districts in the world. One gigantic publishing house after another rises like the last grenadier of France in endless succession down the street. There are few business houses on the street which take automobiles into consideration in any manner. In fact, Plymouth Court is so narrow and poorly paved that it would not be possible to safely drive a machine down the street at any great speed. However, the location of the club at the entrance to this district is caused by the fact that it is near to Jackson Boulevard, which is a part of the great boulevard system of the city. In addition, the location is about as nearly central as any which could be found and is a boon to business men who wish to put their machines somewhere while they are at work.

While no doubt this is all most interesting, it has nothing to do with cigars or tobacco, and the prime purpose of writing this article is to give an idea of the nature of the trade in a club of this sort. Perhaps it would be best to quote Mr. Wallace at this point.

"The trend of the trade in the different clubs of the city varies a little," said Mr. Wallace, "depending upon the class of the members. For instance, in the University Club many more cigarettes are smoked than in some of the other clubs of the city, where the men are older and more conservative, such as, for example, the Union League Club. I have been told that the cigarette trade is large in the Press Club, which is caused, no doubt, by the fact that newspaper men, owing to the strenuous nature of the game, have little time for extended attention, such as is demanded by a cigar.

"In this club the trade for the most part is on high grade cigars. We have but one stand, which is located on the second floor, at the opening of the elevator and the head of the stair. The lounging room is in front, as you see, within sight and easy reach. The dining rooms are on the floor above, but most of the other places where the members congregate, such as the billiard and pool room, for instance, are on this floor. For that reason we do not need more than one large stand, and as our bell boys are demons for speed, we have little inconvenience and no complaint at all. Having one large stand permits us to centralize our attention and devote our best efforts to making that stand a good one.

"We handle, as you can see, the usual brands of high-grade domestic and imported cigars. The club brand is

(Continued on Page 36)

Detroit

Local Cigar Business Shows Improvement—Saturday Night Closing Will Affect Retail Cigar Stores—Business Boomed On Safety Matches—"S. & W. Hand-made" Going Big

DETROIT, MICH., APRIL 26, 1914.

LOCAL business with the cigar factories is improving. Orders seem to be coming in at a better clip than thirty days ago, the amounts are larger and collections are better. Regarding the retail situation, this is the time of year when it always improves. The warm weather, the increase in transient traffic and the baseball season all have a tendency to stimulate trade. Generally the various industries of Detroit are enjoying prosperity. Traveling men in all lines state that while they find business conditions quiet elsewhere, in Detroit they are exceptionally good. Hotels are all playing to nearly capacity, and in another few weeks they will be turning them away.

A problem of much concern, and which ultimately will affect the retail cigar business, is the strong movement now on for Saturday night closing. This movement was started a year ago and many of the larger retail ready-to-wear stores decided to close at 6 P. M. This year stronger efforts than ever are being made in that direction; 100,000 dodgers asking people not to do any Saturday night shopping of any kind, and cards asking people to sign pledges not to shop are being distributed; already all of the furniture stores have agreed to keep closed, and the cigar stores have been approached not only in the downtown district, but throughout the entire city. There is one thing certain, the cigar stores will be the last to close, and it is very doubtful if they can ever be induced to do it. The people have got so that they look for cigar and drug stores to be open at all hours of the day and night. Nevertheless, if the retail stores are all closed on Saturday nights, it will mean that fewer people will be out and in that way the cigar stores will lose business. As it is now, Saturday nights are the best of the week for the cigar business.

Twice arrested for embezzlement from the John T. Woodhouse Company, Horatio F. Richmond was held in the Recorder's Court on April 24 by Justice Stein. Richmond is the youth who first was charged with the technical embezzlement of $25.47, though he really was short several hundreds of dollars. The charge was reduced to simply larceny, and the prisoner was let off with a sentence of ninety days. The Woodhouse Company, his employers, then swore out a new warrant charging Richmond with taking more than $600.

The G. J. Johnson Cigar Company, of Grand Rapids, had an exhibit in connection with the Industrial Show held in that city from April 18 to 25. They made a display of their "Dutch Master" and other brands which they make.

The Michigan Tobacco Company, of Detroit, who are distributors for the "Sol Smith Russell" and "Vincello" cigars, say business is coming along nicely, and considering the short time they have been established, they feel well satisfied. New accounts are being opened and the outlook for them is very bright. They have an automobile to make deliveries.

A. C. Dietsche, corner of Woodward and Larned Streets, has been having a very interesting display in his Woodward Avenue window of matches. Nothing but matches was shown. He had one card giving the prices and another saying: "We sell more matches than any other store in Detroit. The writer dropped in and asked whether such a window display produced results, and he answered: "We certainly have sold a lot of matches through this window. We find that you can sell anything if pushed properly. We have always made a feature of matches, and we have built up a big business on this one item. The thing to do is to educate people to get in the habit of carrying a small box of matches around with them."

Oscar Buehler, of the Corona Leaf Tobacco Company, Detroit, left April 30 for a two weeks' trip through the Middle West. He goes as far west as Iowa.

A. L. Gifford has succeeded C. D. Pool in the billiard and cigar business in Pentwater, Mich.

Oscar Rosenberger, of the San Telmo Cigar Manufacturing Company, makers of the "Pastora" cigar, is spending a few weeks at French Lick Springs, in Indiana.

There is very little activity in Detroit in the buying of Sumatra. Samples of the first few inscriptions have been shown by salesmen, but they have not made a very good impression. There are several on hand, and they are in no hurry to buy. They believe that prices reasons; in the first place, the samples have not been up to the standard, and secondly, the prices have been too high. Local manufacturers have a good supply of last year's Sumatra on hand, and they are in no hurry to buy. They believe that prices will be lower in another thirty days, and that the later inscriptions will show up better. Among the recent tobacco men here have been Howard Kinney, Billy Levison and C. S. Sarluy. This is the latter's first trip here since February, when he went to Europe for the first inscription. He represents F. & E. Cranz.

Charles Spietz reports excellent business in connection with the "S. & W. Hand-made," which is receiving the attention of a number of jobbers outside of the district covered by Niles & Moser on the "Niles & Moser Hand-made." The latest deal to be effected was the jobbing of "S. & W." cigars in Portland by the Hart Cigar Company, who have just received their first shipment. Bachman & Company, who handle the "S. & W." in Los Angeles, are "tickled to death" with the way it is selling. The "S. & W." will soon be jobbed in Chicago through the firm of Vorhauer & Company, which has just been organized, and which is headed by William A. Vorhauer, formerly city salesman in the Windy City for Best & Russell. Albert Worch, of the Wayne Cigar Company, who has been looking after the company's interests on the west coast, will be back in Detroit the first week in May.

Charlie Spietz was in Dayton on April 25. He went to inspect the Ohio tobacco crop.

At a meeting of the stockholders of the Soper Segar Company, Dime Bank Building, Detroit, the same officers were re-elected for another year, consisting of Walter O. Briggs, president; Abe Mannheim, vice-president, and Mel Soper, secretary and treasurer. The company has just completed its first year in business, which was very gratifying.

Guisseppi Massana, cigar dealer, at 329 Champlain Street, Detroit, charged with having sold cigars on which internal revenue had not been paid, was arraigned on April 17 before United States Commissioner Stanley Hurd, and was held to the federal grand jury. He was released on $500 bail.

John R. MacDonald, a former proprietor of a cigar store in Flint, Mich., and now mayor of that city, is making good in that capacity.

The Wolverine Cigar Store, which has been located at 31 East Main Street, Battle Creek, for the last six years, will move May 1 to 58 East Main Street, where he will be established in a modern location and undergo a general rearrangement and improvement. A four-year lease has been taken on the first floor of the building. The company will install new pool and billiard tables and increase its facilities for handling cigars, wholesale and retail.

Fifty hotel men from all parts of Michigan gathered at Kalamazoo on April 24 and formed the Michigan Hotel Men's Association. It is fully expected that within a year they will have 150 members. The purpose of the organization is to fight for just legislation.

Business at the Hotel Griswold, the Edelweiss, the Frontenac and the Penobscot has taken a big jump in the past ten days. All of these places have increased the quality of their cabaret entertainment and added many new acts. The result has been better business. Even the clerks at the cigar stands report their business to be a great deal better. Cigarettes are proving to be very popular with the people who patronize cafes, particularly in those places which permit dancing.

W. E. Reid has opened a cigar store at 544 East Eighth Street, Traverse City, Mich.

Robert Cornelius, Jr., succeeds Fred Northquist in the cigar business in Greenville, Mich.

The Park-American Hotel, in Kalamazoo, which is spending over $100,000 in repairs and remodelling, have a very up-to-date cigar department.

The Soper Segar Store and the Hotel Ponchartrain have decided to eliminate several brands as soon as the present stock has been used up. They do not care to say which brands will lose out, but both places feel that they would rather have less brands than to carry too many. This brings up a point: "How many brands should a cigar store carry?" One dealer puts it this way: "I think if a store would carry fewer brands and push them to the limit, it would be better. Then he does not have to carry such a large stock and by doing business with fewer houses can give them better results. The matter of trying to carry every brand that is put on the market is a mistake; a dealer has to feel out his patrons and give them what they want, of course, but it is not necessary to have every brand made just because somebody asks for it. In the clear Havana cigars, he should carry several leaders and feature them. For instance, if he carried the 'Webster,' he should push that to the limit and get a reputation for that particular brand, as well as one or two others. In the other grades of cigars he should do likewise. No use trying to please everybody. If you put in too many brands, you are sure to find some of them poor sellers, and the result is that the cigars become old. It must be remembered that there are dozens of cigar stores that do not have humidors, and all their stock is in their cases. The hotels and stores that get a larger amount of transient and out-of-town business have to carry a larger variety of brands than the average small retail store. The latter can easily concentrate his efforts on a few brands. The cigar dealer can 'specialize' just the same as any other merchant does. He should have a few leaders and try to work up a clientele on them."

Bert Perry has engaged in the cigar business in Cheboygan, Mich.

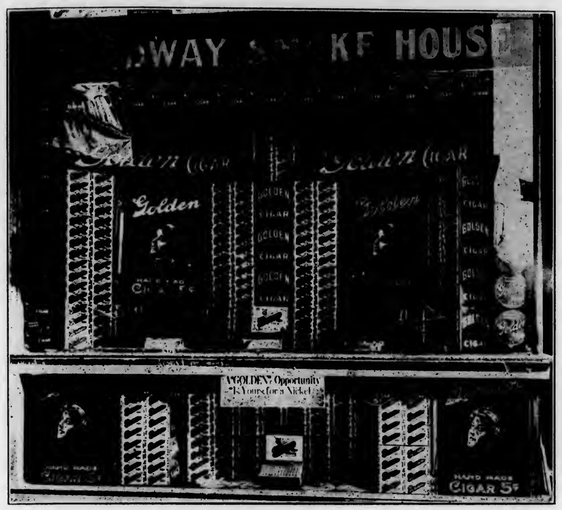
Gordon Bailey, formerly salesman for the Tobacco Products Company, is now western representative for the Lee & Cady cigar department. Gordon is doing nicely.

The Colonial Cigar Store, at 68 Griswold Street, has been purchased by McAllister & Smith, who will make "Miss Detroit," made by the Mazer Cigar Company, Detroit, their leader among the five-cent brands. Clarence Cherry is now in charge of the Watson cigar store, at 117 Woodward Avenue, succeeding Ed S. Crahill, who has gone to the Hotel Downey, in Lansing, to take charge of the cigar stand formerly managed by Mr. Cherry. In other words, Cherry and Crahill have "switched" jobs.

Sid Kahn, of E. Regensburg & Co., makers of Havana cigars, was a recent visitor among the trade. The Regensburg line is a feature of the stores of the Central Cigar Company, who operate four emporiums in Detroit.

Mike Rosenfeld, with "Charles the Great" cigars, made by Salvador Rodriguez in Tampa, was in town ten days ago and took some good-sized orders.

(Continued on Page 38)



"Golden" Cigar Well Featured Here

The Broadway Smoke Shop, Second and Broadway, Los Angeles, recently devoted their window to a display of "Golden" cigars, distributed in that territory by the A. B. Greenewald Cigar Company. The window arrangement attracted considerable attention to this popular nickel smoke.

Mr. Dominguez receives the credit for the handsome arrangement of the display.

Los Angeles

Mussatti-Boggio Cigar Company Boosting "Reynoldos"—Cigar Brokers Off for San Francisco—Beck & Company Doing Well With Cressman's "Counsellor"

LOS ANGELES, CAL., APRIL 19, 1914.

ANGELO MUSSATTI, of the new Mussatti-Boggio Cigar Company, of this city, has just returned from a most successful trip around San Diego territory, making surprising headway with the "Reynaldo" cigar line, manufactured by Luckett, Luchs & Lipscomb, of Philadelphia, Pa. On this trip Mr. Mussatti made a great number of placements for the "Reynaldo," "Piquant" and "Hummer" cigars. This firm has just been started and has already begun to get its share of the jobbing business hereabouts.

They're off in a bunch for San Francisco tonight! Who? you ask. These names are all familiar wherever cigars are handled in this city: R. C. Hammond, Mr. Marshall and Morris Burke, each and every one of them a "dyed-in-the-wool" cigar broker. They are all going to strike the same spot, San Francisco, Cal., at the same time. Hammond and Marshall preferred the water voyage, making the trip on the steamer "Yale," while Burke says he had previous experience with fishes and salt water, etc., so he will board the "Lark" tonight. Of course, it is not to be a joy ride; no person ever heard of the above-named personages going away from this city just for "fun."

The Klingenstein Company are putting forth a strong campaign on "Milo," "Duke of York" and "Zig Zag" cigarette papers, which are coming with a ten per cent. free deal at present. The able management of the Klingenstein Company deserves much credit for the manner in which this campaign is being run through, as already increased demand for the above-named brands can be readily discerned.

Haas-Baruch & Company, of this city, received their first shipment of "Bandaros" cigars, manufactured by the Jose Lovera Company. This piece of goods goes to the trade at $37.50 and is a nickel brand. Cameron C. Trau, manager of the cigar department, is very much pleased with the first shipment, which amounted to fifty thousand, and the sales force of the above firm is pushing the cigar with much fervor.

"Ruy Lopez" cigars are surely going good, with accent on the GOOD. Due to the efficient sales force of the A. B. Greenwald Cigar Company, much satisfaction as to the manner in which this brand is moving can be seen around the above firm's headquarters. The "High Life" size of this brand is going exceptionally good.

The Morgan Cigar Company have opened another elegant cigar store at 410 South Hill Street. This makes the fourth retail store operated at the present time by the Morgan Cigar Company. They have furnished their places with the best of everything, with the final result that they are meeting with due success. They handle the "Rey Oma" cigars, manufactured by Sig. Meyer, of Philadelphia, Pa., and also the "Virginia" clear Havana cigar.

The Native Sons of California are meeting here this week in their annual convention, and the town is decorated elaborately for the occasion.

Beck & Company, successors to George W. Walker Cigar Company, are making the "Counsellor," "Straight Goods" and the "Henry the Fourth," manufactured by Bustillo y Diaz Company, move very fast nowadays. Orders for the above-named goods are streaming in at all times and the shipping department is trying to keep up to the pace set by the able force of salesmen.

"La Preferencia" cigar is being put before the public by a campaign of newspaper advertising. The Klingenstein Company are managing this campaign and are doing their work thoroughly.

Industrial and traffic possibilities of Southern California from a transportation point of view were carefully regarded a few days ago by as distinguished a body of railroad officials as ever gathered into one party in Los Angeles.

These were E. P. Ripley, president of the Santa Fe; William Sproule, president of the Southern Pacific; W. W. Atterbury, vice-president, in charge of operation of the Pennsylvania Railroad; Paul Shoup, president of the Pacific Electric Railroad, of this section; De Witt Cuyler, a member of the executive committee of the board of directors of the Santa Fe and a director of the Pennsylvania system; A. G. Wells, general manager of the Santa Fe Coast lines; Francis T. A. Junkin, general attorney for the Santa Fe, and others, including Charles D. Norton, formerly President Taft's secretary and Norton, a prominent railroad attorney, of Buffalo; Clarence R. Lewis, a well-known architect, of Philadelphia, and Allen Evans, a banker, of New York.

Andy W. Reynaud, of J. J. Gans & Brothers, reports a nice business on "Tom Keene" and "Lawrence Barretts" in his Southern California territory. "Andy" is a hustler.

The M. A. Gunst Cigar Stores, Inc., of this city, are putting out some magnificent window displays in every one of their stores in this city of "Robert Burns" cigar. Much credit must be tendered G. H. Spooner, the gentleman who dressed these windows. Roy Massie is the manager of the local Gunst Cigar Stores, while Mr. Eakin is general manager for the entire line of Gunst Stores in this part of the State. They are endeavoring to let the "Smoker" know that there IS a good cigar, and they are making the "Robert Burns" cigar fit that position.

This occurred yesterday in the Spring Street Gunst Cigar Store—Two women chanced to pass the window, which was gaily dressed with "Robert Burns" cigars and which contained numerous placards upon which was inscribed the terms "Sweet as the Heather." Says one lady to the other: "Why, what is heather, dear?" The other replied: "Why, that's the stuff John says 'Robert Burns' cigars are made of."

ALKALI.

New Owners for Dubuque Stand

The cigar store of William Meyer, 1266 Clay Street, Dubuque, Ia., has recently been purchased by Frank Kinney and Ralph Adams. The new owners intend to have the place renovated and will put in a first-class equipment. Both young men are experienced in the cigar and tobacco business.

The Cuban Market

From Our Exclusive Bureau

Havana, Cuba.

HAVANA, APRIL 23, 1914.

OUR principal trouble during the past fortnight has been the drastic measures taken by our Board of Health in trying to stamp out our so called bubonic plague. Seventeen city blocks in the heart of the old city were closed to traffic, guarded by soldiers and the inhabitants driven out of them. The health officers not only thoroughly fumigated each building, but also flooded them with water to the depth of three feet in order to drown all rats that might have escaped the sulphur fumigation. In fact, if this should not prove sufficient, they might even burn those buildings, where the pest had originated. The poor people that had to leave their former homes were not allowed to take any of their furniture or clothing along, except what they were carrying on their backs, and a part of them were lodged in the quarantine station at Triscornia. The closed district consisted principally of provision houses and some drygoods firms, and as the fumigation will take about three weeks, it means a very serious interruption to business and also damage to merchandise, for which the city will be liable to the owners. Since then there have been a few more suspicious cases in other parts of the city and there has been talk of fumigating eventually some tobacco warehouses, particularly 109 Manrique Street, where the Henry Clay & Bock & Company, Ltd., have stored tobacco worth $300,000. Instead of sulphur, the Board of Health proposed to burn tobacco stems, and only in case this should not prove effective it might use cyanide of potash, which, it is claimed, (?) would not injure the tobacco as much as sulphur.

On the strength of these reports our commission merchants cabled to their customers last week, stating the facts and the eventual danger to their leaf stocks stored here, advising the hurried shipments of them. Most of them have answered in the affirmative, and for this reason the shipments will perhaps exceed 20,000 bales during this week. In fact, one party forwarded 2000 bales, without any linen, as there was not time to get them baled for the steamship "Manzanillo," and which we hear has taken 10,000 bales yesterday for New York.

The funny part, however, is that in face of the febrile anxiety of our Board of Health, the American doctors of the Marine Hospital Service of the United States, after a careful examination of the existing conditions, have lifted the quarantine regulations heretofore in force, and any person that wishes to go to the United States as a passenger can do so without any formalities about producing a certificate that he has not lived or visited the infected district or presenting himself before the doctor in order to show that he was in good health. This evidently proves that the American physicians do not look at our plague as being contagious and which could be transferred by personal contact.

The statistics of the pest are as follows, to date, viz.: 11 proven cases, of which 2 had died, 2 were cured completely, 4 are convalescing and 3 are still under treatment. Besides, there are two more suspicious cases, which may be declared as being positive ones, or suffering, perhaps, from other diseases. This shows, at all events, that our plague does not consist of the virulent character of the Asiatic kind and can be cured in the majority of cases by the application of the serum from the Pasteur Institute.

According to the saying, that an ounce of prevention is better than a pound of cure, we may say, however, that this ounce of prevention has cost us already a large sum of money, and there is no telling how big the same may swell up to before we return to a normal state again. Business has been curtailed materially already, and the future looks blue indeed for our leaf dealers. The number of buyers that come here is exceedingly small, and unless there should be a change for the better soon, those dealers that have their capital locked up in their holdings of last year's crop will be unable to buy of the new crop, and as there is such a scarcity of money here, they will be coming before closed doors when they apply for loans to our banks or bankers. As the farmers in the country will have less buyers than usually, the prices are bound to fall this year, particularly as the war going on in Mexico makes it impossible to tell what the outcome may be, and whether the tobacco industry in the United States might not suffer, at least as far as our leaf is concerned.

The escogidas in the Vuelta Abajo and the Partido districts ought to become general during the month of May, while Remedios might be delayed until the month of June. It has repeatedly rained in the Santa Clara province, which is bad for the green leaves hanging on the poles in the drying sheds, and there may be considerable pole sweat, which would cut down the quantity perhaps quite a bit.

Our leaf market has been exceedingly dull, and prices are more or less nominal. Our cigarette manufacturers were the chief buyers, while the Spanish Regie came next in importance. For the American market only an insignificant quantity was taken.

Sales totaled from the beginning of this month to the 22nd inst., 3169 bales, divided between: Vuelta Abajo, 1750; Partido, 215, and Remedios, 1195 bales.

Buyers were: American, 640; exporters to Europe, 918; shippers to South America, 500, and our local manufacturers of cigarettes and cigars, 1102 bales.

Exports of leaf tobacco from the port of Havana, from April 6 to April 19, amounted to 10,665 bales, which were distributed as follows, viz.: To all ports of the United States, 9240; to Spain, 888; to Nottingham, 30; to Bremen, 4; to Gibraltar, 3; to Buenos Aires, 445; to Montevideo, 20, and to Valparaiso, 35 bales.

Receipts of Tobacco From the Country.

For the Two Weeks ending

	April 16, 1914.		Since January 1, 1914.	
Vuelta Abajo	1,127	bales	6,912	bales
Semi Vuelta	134	"	869	"
Partido	16	"	249	"
Remedios	236	"	5,979	"
Oriente	2	"	848	"
Total	1,515	"	14,827	"

Buyers of Leaf Tobacco That Come and Go.

Arrivals—From New York: Mr. and Mrs. Lewis Cantor, Sr., of Lewis Cantor.

From Tampa: José M. Diaz, president of the Preferred Havana Tobacco Company; Andres Diaz, of Andres Diaz & Company; José Arango, of the Havana-American Company; Emilio Pons and E. Berger, secretary and treasurer of the Tampa-Cuba Cigar Company.

From Hanover, Pa.: J. Albert Fisher, of Fisher Brothers.

Departures—To New York: Mr. Lewis Cantor, Sr., and Mrs. Cantor; G. M. Mendez, Francisco E. Fonseca, José M. Diaz and Ted Smith.

To Tampa: Celestino Vega, José Arango and Mr. and Mrs. Felipe Rodriguez.

To London, England: Andrew Bruce.

To Spain: Manuel Muñiz and family; Santos Garcia, Onofre Garcia and E. Casañas.

Cigars.

Business in our cigar factories is very quiet, as it cannot be denied, when we look at the exports and compare them with the previous year. We have again gone backwards over one and one-half millions in our exports during the first fifteen days of this month, and while the United States have now taken over two millions less this year up to the middle of April than in 1913, the decreased consumption of our cigars seems to extend all over the world, with the exception of Spain, which is still importing more from us. It almost looks as if there was a chronic panic all over the globe, and as our cigars are an article of luxury, which only the well-to-do people can afford to enjoy, our manufacturers are taking matters philosophically, although it is hard upon them, as the majority have had no previous fat years to draw upon. Well, as the longest lane must have a turn some time, we will only hope that the latter may come in sight before long.

As none of our factories had any special news to give we will only mention the principal ones that are working as well as the present circumstances will permit, viz.: Romeo y Julieta, H. Upmann, Partagas, Henry Clay and Bock & Company, Ltd., Por Larrañaga, Punch, Castañeda and Fonseca, Sol, Flor del Fumar, Hoyo de Monterrey, Eden, Belinda, La Flor de A. Fernandez Garcia, La Flor de José Otero, La Flor de Tomas Gutierrez, El Rey del Mundo, El Ambar and C. E. Beck & Company.

(*Continued on Page 35*)

May Teach Cigar Making in Tampa Schools

Marshall Moore, superintendent of public instruction for Hillsboro County, Florida, in which the schools of Ybor City and West Tampa are located, has recently returned from a trip to Columbus, Ga., and Birmingham, Ala., where he visited the public schools.

In each of the above-named cities he found that the principal industries of the cities were linked with public instruction. In Columbus he found that the cotton industry was connected with the schools. In the manual training department Mr. Moore saw the boys being taught the use of spindles and other machines, how to weave the cotton cloth, to card the cloth, the use of the loom, etc.

In Birmingham the manual training work is linked with the principal industry also. Here Mr. Moore found that the work in the boys' department includes work at the forge, iron working and the like, along with the usual courses of manual training used in other cities.

Mr. Moore believes that the idea of connecting the principal industry of the city with the manual training department is a good one, and thinks that the boys in certain of the schools in his district would benefit by instruction in cigar making more than by anything else. While it would not be feasible or desirable to teach such a course in all the Tampa schools, Mr. Moore believes that it would be a good plan to follow in those schools where the boys expect to follow the trade of their fathers and become workers in the clear Havana factories of Tampa.

Alderman Goes Into Cigar Business

Alderman James F. Leary, of New London, Conn., has purchased the retail cigar business of Stephen R. Wightman, on State Street, and contemplates establishing a restaurant in connection with it.

St. Louis Still Plugging Along

The recently published trade review of the commerce of St. Louis for 1913 shows that the output of the plug tobacco from that city totaled 75,000,000 during the year. This was valued at $52,000,000.

The Cuban Market

(*Continued from Page 34*)

Leaf Tobacco.

Sobrinos de A. Gonzalez purchased and shipped to the Compañia Arrendataria, the lessees of the Spanish Regie, 888 bales of leaf by the steamship "Reina Maria Cristina."

Lewis Cantor made good use of his time here, in picking around 400 bales of the choicest Vuelta Abajo, lowland, heavy quality vegas, for account of his customers. He has certainly secured the cream of last year's Vuelta Abajo, as part of his purchases came from the famous Romeo y Julieta's holdings.

Herrera, Calmet & Company were sellers of 847 bales of Remedios during the past fortnight.

Don Francisco Arango, the former manager of the Henry Clay and Bock & Company, Ltd., arrived here from Tampa on the 18th inst., to pay us a visit.

Shippers above 200 bales of leaf tobacco from the port of Havana during the last two weeks were:

J. Bernheim & Son	1,226 bales
Leslie Pantin	1,154 "
Sobrinos de A. Gonzales	888 "
Virgilio Suarez	620 "
Maximilian Stern	610 "
H. Upmann & Company	537 "
Perez, Capin & Company	525 "
Menendez & Company	458 "
Ernest Ellinger & Company	432 "
I. Kaffenburgh & Sons	409 "
Rodriguez, Menendez & Company	366 "
Selgas & Company	346 "
E. H. Gato Cigar Company	320 "
Bridat & Company	305 "
Allones, Ltd.	240 "
M. A. Suarez & Company	227 "
M. A. Gunst & Company, Inc.	219 "
Garcia & Company	213 "

ORETANIV.

Pittsburgh

Weather Interferes With Business—Start Campaign on "London Life" Cigarettes—Jobbers Have Big Business With "Rey-Oma" Cigars

AS PITTSBURGH is in its rainy season at the present time, business is not up to the standard. In some sections of the city business is fair, but in the mill districts it is very poor.

Pittsburgh is very much pleased to hear that Schinasi Brothers, of New York, are going to make their "Natural" cigarettes with a cork tip. Owing to the great demand in this market for cork tip cigarettes they should have a big success on this popular brand. Mr. Levy, their well-known representative, has been in this section for the past few days visiting the trade and is very well pleased with the way "Natural" cigarettes, cork tip, are taking with the dealers.

Sam Rosen, of Oil City, Pa., who several years ago was with the Siller-Narten-Barnes Company, but is now in the retail cigar business, was in the city this week visiting old friends. Mr. Rosen reports business satisfactory.

The Anter Hotel cigar stand has two very nice window displays on "Webster" cigars, distributed by the Bock-Stauffer Company, and "Fatima" cigarettes.

L. J. Spuhler's Smithfield Street store are featuring "Bold" cigars this week.

The Seventh Avenue Hotel cigar stands are featuring "Camel" cigarettes. This is a new product of the R. J. Reynolds Tobacco Company. Mr. Dawson and Mr. Quinn are having a big success with this brand.

The C. A. Gibbs Company have a very nice window display on Marcellino Perez Company's "Tuval" cigars.

The Huck Cigar Company, Third Avenue and Wood Street, are going out of business temporarily, as their lease expires on the first of May.

We are sorry to hear of the death of Wilbert Wently's father. Mr. Wently has charge of the Commonwealth Building cigar stand for Reymer Brothers.

Reymer Brothers have two very nice window displays on "Jose Vila" and "Savarona" cigars.

"Doc" Easton, of the Falk Tobacco Company, is in town placing some fine advertising on "Tareyton" tobacco and cigarettes. Both these brands are doing very nicely in Pittsburgh.

Mr. Mac Jones, of Washington, Pa., formerly manager of the John Slater Cigar Company, of Washington, Pa., will open a retail cigar store in Washington about May 10. Mr. Jones was in Pittsburgh this week buying in stock for his new store.

T. C. Jenkins, with the assistance of Mr. Joe Raubitschek, will shortly put a new two-for-five stogies on the market called "Buffalo." The dealer will receive a humidor gratis with his initial order.

M. J. O'Meara and A. L. Clark started a campaign this week on "London Life" cigarettes. With each package of 10 cigarettes the consumer receives a "September Morn" stick pin.

The Shipley-Massingham Drug Company report big business on "Rey-Oma." "That Mild Havana Cigar." They have just received a shipment of "Rey-Oma Ponies" and are having a big success with this size.

The W. J. Gilmore Drug Company, of Pittsburgh, Pa., are distributors for the "Steber" cigars. They report this cigar to be one of the best sellers they have. About June 1 they will start a big campaign on this brand.

The following visitors were in town:

L. B. McKetrick, National Products Company.
B. L. Hackett, representing "Milo" cigarettes.
S. M. Lennox, representing Garcia-Pando Company.
A. A. Jackles, representing Hull-Grummond Company.
S. P. Koenemann, representing Storm-Fisher Company.
P. G. Vincent, of the Stacey-Vincent Company, Cleveland.

A. J. F.

Charles Diehl to Continue Jobbing End

To set at rest rumors that he would discontinue the jobbing end of his business, Charles Diehl, proprietor of the Rex Cigar Store, New Castle, Ind., states that he will continue to wholesale tobaccos, cigars and chewing gum as in the past, and that rumors to the contrary are without foundation. The Rex Cigar Store has established a good high-grade trade, and it is noted for the prompt and courteous treatment that its customers receive.

Fearing that their pet deer, who performs the wonderful stunt of chewing tobacco, might be shot by gunners prowling around, the citizens of Coolin, Ida., have provided protection for the animal by equipping it with a large cowbell and blanket.

The Chemistry of Tobacco Curing

That tobacco loses much more weight when cured on the stalk than when the leaves are picked in the field and cured separately has been demonstrated by an investigation of the U. S. Department of Agriculture, the results of which have just been published in Bulletin 79 under the title of "Research Studies on the Curing of Leaf Tobacco." The experiments were carried on for a period of four years at a Connecticut grower's farm. They showed that for leaves of the cigar-wrapper type the average loss in dry weight in curing picked leaves was from 12 to 15 per cent., while leaves cured on the stalk lost approximately twice as much.

This difference is explained by the passing of certain substances from the leaf to the stalk during the process of curing. If the stalk is split in harvesting, a common practice in certain districts, it dies sooner than if simply severed near the base, and in consequence there is not so much loss to the leaf. Even under these conditions, however, the loss in the leaf's weight is greater than in curing picked leaves.

The increased cost of harvesting picked leaves must, of course, be taken into account. The new bulletin does not discuss this question, confining itself to the scientific and chemical aspect of tobacco-curing, but it does point out that tobacco intended for export, manufacturing and cigar-fillers is usually gathered in a riper condition than that for wrappers, and that in consequence it loses still more weight. Even with picked leaves this loss frequently amounts to thirty-five or forty-five per cent.

The data compiled by the investigators will be used for working out practical recommendations to growers. The present bulletin is a technical paper intended only for the information of chemists or tobacco-curing experts.

Bill Knaub Takes New Stand

Bill Knaub, formerly the well-known proprietor of Ye Smoke Shop, York, Pa., has taken another venture into the cigar business and is now in charge of the Corner Cigar Store, Market and Penn Streets, where his many old friends and patrons are greeting him.

H. L. Altland has purchased the cigar manufacturing plant at 303 Smyser Street, York, Pa., formerly controlled by Harry C. Welchans, and will continue the manufacturing of the "Nana," the "Campero" and "Lloyd Bullard" cigars. The newly acquired factory requires the services of 25 cigar makers. Mr. Welchans, the former owner of the plant, was at one time foreman of the United Cigar Company's factory on North Penn Street, York. He intends to engage in the leaf tobacco business at Lancaster.

J. A. Herr Speaks in North Carolina

J. Aldus Herr, president of the Lancaster County Tobacco Growers' Association, has recently been visiting in Pinehurst, N. C., where he delivered a lecture on Lancaster County methods of farming and cattle breeding before the Farm Agricultural Association of that place. Mr. Herr has had much experience in farming and made a very favorable impression.

Caught With Stolen Cigars

Charles Ward, of Detroit, Mich., was recently committed to jail for ninety days by Judge William L. Day, of Cleveland, O. Ward was arrested in Canton, O., and pleaded guilty to having in his possession 10,000 cigars, part of an interstate shipment stolen from Toledo, O.

To Operate Frederick Tobacco Store

F. K. Gilbert, for eight years with the firm of B. Rosenour & Sons, has recently purchased the tobacco store of Charles Cramer, at 37 South Market Street, Frederick, Md. In connection with the tobacco business Mr. Gilbert will continue his agency for a laundry and cleaning establishment.

Wilmington Notes

S. H. Durstein, manufacturer of the "Sen Auben" cigar, left on the 21st instant for a two weeks' trip to Florida. At the factory business continues steady.

Mr. Hoffman, of Selak & Hoffman, makers of the "Escanaba" cigar, recently secured a number of good "repeat" orders on this brand on his trip through the State. Selak & Hoffman are also distributors for the famous "Savarona" cigar, and a nice business is reported on this Porto Rican brand.

Charles Breuer, who has been established for several years at the old Hawkins stand on Market Street, reports that the demand for his "45" and "B. B." brands is showing an increase. The store is one of the oldest in Wilmington, and Mr. Breuer's efforts to keep a first-class stand have been well rewarded.

The Jones Cigar Emporium, at Seventh and Market Streets, has a nice display on the "Rose-O-Cuba," 5-cent cigar made by the Fleck Cigar Company in Reading, and an equally attractive arrangement of the various packings of "El Palencia," the famous high-grade product of the Boltz, Clymer & Company factories.

Tobacco Magnate's Body Found in River

The body of Russell Uhl, the missing president of the Penn Tobacco Company, of Wilkes-Barre, Pa., was found on Saturday in the Susquehanna River at Plymouth. The body was discovered by Steven Krothe, of Wilkes-Barre. He was helped by two other men to bring it ashore. As the Uhl family has offered a reward of $1000 for the recovery of the body, the three men will share the money.

There had been much speculation as to whether Uhl had committed suicide or not. No one saw him jump in the river, and after it was dynamited and the body was not recovered, considerable doubt existed. Plymouth is several miles downstream from Wilkes-Barre.

CLUBDOM SMOKING No. 13

(*Continued from page 31.*)

the 'Automobile Club of Chicago,' which is made in a number of sizes and prices, for cigarettes as well as cigars. 'La Corona,' 'La Carolina,' 'General Shields,' 'Partagas,' 'Upman's,' 'Jose Vila,' 'Ben Bey,' and the other leaders are to be found in the cases. I believe in keeping the boxes full, as it makes a neater and better showing and gives an idea of class and prosperity which is proper in connection with a club."

The stand has two cases, one fronting on the lounging room and the other facing the elevators and the stairway from the garage. The glass used is heavy, and the height is greater than that of the average cigar case. This, by the way, is a feature of the cases in all the clubs which have been written up by the writer.

In the lounging room of the Chicago Automobile Club men, young and old, can be seen making the air blue with the smoke of cigars and cigarettes. On a table in the middle of the room rest a number of trophies, which have been won by the club in competitions of one sort or another. Smokers' outfits, about as high as the bottom of a chair, well provided with matches and all done in elegant brass, are plentiful around the room. Of course, all the smoking in the club is confined to the upper floors, as it is the theory of the members that gasoline and fire simply will not mix with any degree of quiet.

Window Display of "Robert Burns" Invincibles

This photograph shows one of the window displays that M. A. Gunst & Company are making in all their stores on the Pacific Coast, in the interests of "Robert Burns" Invincibles. The campaign on this cigar has demonstrated that the smokers of the Coast were ready to despond to a legitimate effort to give them a mild, high grade cigar for a mide.

San Francisco

Collections Picking Up Along the Coast—Demand for Manila Goods Shows Increase—Marx Brothers Make Rapid Gains With "Rose-O-Cuba"—"Robert Burns" Invincibles Selling Big

SAN FRANCISCO, APRIL 20, 1914.

THAT business is improving steadily and that prospects are moving along in the same general direction is shown by the more encouraging reports as to collections. There is no longer the talk of poor collections that was such a gloomy feature of the trade a few months ago. Money is also a little easier, but the banks are still a little rigid in making advances. The good crop prospects throughout the Coast have made credit better in all the agricultural sections, and somehow or other the mercantile community is a little better supplied with funds than it was. Traveling cigar and tobacco men are unanimous in talking of the splendid appearance of the country all along the Coast. As a rule, however, the jobbing trade is a little weary of living on "prospects," and the first real bit of actual improvement in "spot" business is decidedly welcome. The fact of the matter seems to be that all along the line from the smallest retailer to the largest jobber nobody is carrying any more stock than his trade actually requires; and, as everybody is selling very carefully, a good run of sales means that the retailer or jobber is at once provided with the wherewithal to buy more goods to replace those sold. Orders coming in to the wholesale trade just now are not of the largest size, but they are numerous, and the quality is first class.

The Edward Wolf Company now has five salesmen out on the road and they are all making an excellent showing. The demand for the Manila lines of cigars and cigarettes handled by this company is increasing right along, being helped out by a better buying demand, a more active selling campaign and an improvement in the goods themselves. The call for "La Insular" Manila cigarettes is increasing steadily, though the sales of Manila cigarettes is still small in comparison with that of long established Turkish goods. Mr. Wolf is confident that the cigarette of Manila make, like the Manila cigar, will find a large place in the American market. His company is already shipping the "Insular" line to points as far away as Alaska and the Atlantic seaboard. In spite of the fact that several big houses in the trade have decided to take an active place in the Panama-Pacific Exposition, Mr. Wolf will not show his goods on the Fair grounds, his policy being to work hard, to build up a steady and permanent market.

M. A. Gunst & Company just commenced delivery on their "Robert Burns Invincibles" and a window display campaign on this new size. The popularity obtained for this cigar almost instantly is, according to E. A. Cohen, of the Gunst Company, a result of a highly elaborate co-operation of the Gunst forces, especially of the men at the counter, organized into a regular Burns-squad. The twenty days' introductory campaign established "Robert Burns Invincibles" on the Coast market and demonstrated that the smokers were ready for a mild, high-grade ten cent cigar. Taking into consideration the Eastern visitors during the Exposition, Mr. Cohen announces a regular series of campaigns in behalf of eight brands, namely: "General Arthur," "Owl," "Chesterfield," "Robert Burns," "Van Dyke," "Reio," "Empire" and "Alhambra." All these brands are going to be "nationalized" by the Gunst Company, or, to use the words of Mr. Cohen, they will appear in all the Gunst stands in the same sizes and under the same names, so that a New Yorker will be able to obtain his favorite smoke all along the Pacific coast. The Gunst Company reports the business in a remarkably healthy condition. The orders are pouring in so rapidly that the shipping department is always behind. A shipment of 750,000 "Alhambra," just received from Manila, was at once absorbed by the trade. The "Owl" is selling at a rate of 1,000,000 a week. There is not enough "Chesterfield" in stock to satisfy the constant demand. "Empire," of the Porto Rico line, is also a very good seller. These big successes are to a very large extent due to the constant and costly window displays. As a matter of fact, the Gunst Company spends on the average for the windows about $20,000 yearly, but it gets adequate returns. According to Mr. Cohen, it takes at least two years of persistent advertising to establish a new cigar on the Coast, provided it has actual merits, for the Pacific smoker is very fastidious.

(Continued on Page 38)

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The sales increased $2,850,859 over the previous year. The company reports that in view of the general business conditions during 1913 it considers the increasing sales due to its old policy of putting back into the business a large part of its earnings. At the end of 1913 the operating companies had fully equipped and doing business thirty-six stores in addition to those maintained at the end of the previous year.

At the annual meeting the directors re-elected were: C. A. Whelan, J. F. Whelan, Edward Wise, Louis Biel, Elliott Averett, W. T. Posey, William Baeder, Charles R. Sherlock and George Wattley.

The income account for the year follows:

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Balance for common stock	1,854,626
Common dividends	1,493,910
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Total surplus	1,448,268

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MILWAUKEE AUTOMOBILE CLUB:—30,040. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 18, 1914. A. C. Brenckle Company, Milwaukee, Wis.

SOUTHERN COMFORT:—30,041. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 18, 1914. Luckett, Luchs & Lipscomb, Philadelphia, Pa.

ROHDE'S GOLD BAND:—30,042. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 18, 1914. Theo. H. Rohde, Delphi, Ind.

SHORTY, HIS SON, AND THE KID:—30,043. For cigars. April 20, 1914. Frings Brothers Company, Philadelphia, Pa.

LINDELL SMOKER:—30,044. For cigars. April 20, 1914. A. Sigaloff & Company, St. Louis, Mo.

SMALL LINDELL:—30,045. For cigars. April 20, 1914. A. Sigaloff & Company, St. Louis, Mo.

DUKE DE LAMAR:—30,046. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 20, 1914. United States Distributing Company.

MOOSE HEART:—30,047. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 20, 1914. Wm. Wessel, New York, N. Y.

SINGMASTER:—30,048. For cigars, cigarettes, chewing and smoking tobacco. April 20, 1914. McKee & Potter, Ottumwa, Ia.

WATCHWORD:—30,049. For cigars, cigarettes, chewing and smoking tobacco. April 21, 1914. Moehle Litho. Company, Brooklyn, N. Y.

THE SYGRAS CIGARETTE:—30,050. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 22, 1914. Costas Mesologites, New York, N. Y.

FEDERAL BOOSTERS:—30,051. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 22, 1914. Hoch & Bungert, Chicago, Ill.

CERETANA:—30,052. For cigars. April 22, 1914. M. M. Willmarth, Columbus, Mont.

PENNYCOOK:—30,053. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 22, 1914. S. R. Moss & Company, Lancaster, Pa.

TERRAPIN PARK:—30,054. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 22, 1914. Wm. L. Rath & Company, Baltimore, Md.

PONY AVIATOR:—30,055. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 22, 1914. Harry Peer, Geneva, N. Y.

HAPPY KIDS:—30,056. For cigars, cigarettes, chewing and smoking tobacco. April 22, 1914. Edward F. Noll, Dallastown, Pa.

MAYOR JOHNSON:—30,057. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 23, 1914. H. Wellner, Gary, Ind.

SPARK PLUG:—30,058. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 23, 1914. Petre, Schmidt & Bergman, Philadelphia, Pa.

TEN HILLS:—30,059. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 23, 1914. W. Friedman, Baltimore, Md.

JOHNSON & COMPANY'S PRIVATE STOCK:—30,060. For cigars, cigarettes, chewing and smoking tobacco. April 24, 1914. American-West Indies Company, New York, N. Y.

MOFFAT TUNNEL:—30,061. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 25, 1914. Cole Litho. Company, Chicago, Ill.

MISS CALIFORNIA:—30,062. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 25, 1914. H. Bercovich Company, San Francisco, Cal.

SPORTS LITTLE FAVORITE:—30,063. For cigars, cigarettes, chewing and smoking tobacco. April 25, 1914. A. T. Agustiniz & Company, Philadelphia, Pa.

COMMARA LUCIA:—30,064. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 25, 1914. Frank Amendola.

NAHUNTA:—30,065. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 25, 1914. Baltimore, Md.

EUCLID SPECIAL:—30,066. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 25, 1914. Cantor-Seckler Cigar Company, Cleveland, O.

KODAN:—30,067. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 25, 1914. Steffens, Jones & Company, New York, N. Y.

YOMITA:—30,068. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 25, 1914. Steffens, Jones & Company, New York, N. Y.

CANCELLATIONS.

THE WIT:—29,931. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 23, 1914, by Kaufman, Pasbach & Voice. Cancelled April 11, 1914.

JOSE ALONSO:—29,940. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 25, 1914, by Jose Alonso, Phoenix, Ariz. Cancelled April 15, 1914.

(*Continued on Page 40*)

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CHIOS ISLAND:—30,038. For cigarettes. April 17, 1914. Costa G. Mesologites, New York, N. Y.

TOBACCO ROW:—30,039. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 17, 1914. C. C. Roland Cigar Company, Reading, Pa.

MILWAUKEE AUTOMOBILE CLUB:—30,040. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 18, 1914. A. C. Brenckle Company, Milwaukee, Wis.

SOUTHERN COMFORT:—30,041. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 18, 1914. Luckett, Luchs & Lipscomb, Philadelphia, Pa.

ROHDE'S GOLD BAND:—30,042. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 18, 1914. Theo. H. Rohde, Delphi, Ind.

SHORTY, HIS SON, AND THE KID:—30,043. For cigars. April 20, 1914. Frings Brothers Company, Philadelphia, Pa.

LINDELL SMOKER:—30,044. For cigars. April 20, 1914. A. Sigaloff & Company, St. Louis, Mo.

SMALL LINDELL:—30,045. For cigars. April 20, 1914. A. Sigaloff & Company, St. Louis, Mo.

DUKE DE LAMAR:—30,046. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 20, 1914. United States Distributing Company.

MOOSE HEART:—30,047. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 20, 1914. Wm. Wessel, New York, N. Y.

SINGMASTER:—30,048. For cigars, cigarettes, chewing and smoking tobacco. April 20, 1914. McKee & Potter, Ottumwa, Ia.

WATCHWORD:—30,049. For cigars, cigarettes, chewing and smoking tobacco. April 21, 1914. Moehle Litho. Company, Brooklyn, N. Y.

THE SYGRAS CIGARETTE:—30,050. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 22, 1914. Costas Mesologites, New York, N. Y.

FEDERAL BOOSTERS:—30,051. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 22, 1914. Hoch & Bungert, Chicago, Ill.

CERETANA:—30,052. For cigars. April 22, 1914. M. M. Willmarth, Columbus, Mont.

PENNYCOOK:—30,053. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 22, 1914. S. R. Moss & Company, Lancaster, Pa.

TERRAPIN PARK:—30,054. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 22, 1914. Wm. L. Rath & Company, Baltimore, Md.

PONY AVIATOR:—30,055. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 22, 1914. Harry Peer, Geneva, N. Y.

HAPPY KIDS:—30,056. For cigars, cigarettes, chewing and smoking tobacco. April 22, 1914. Edward F. Noll, Dallastown, Pa.

MAYOR JOHNSON:—30,057. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 23, 1914. H. Wellner, Gary, Ind.

SPARK PLUG:—30,058. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 23, 1914. Petre, Schmidt & Bergman, Philadelphia, Pa.

TEN HILLS:—30,059. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 23, 1914. W. Friedman, Baltimore, Md.

JOHNSON & COMPANY'S PRIVATE STOCK:—30,060. For cigars, cigarettes, chewing and smoking tobacco. April 24, 1914. American-West Indies Company, New York, N. Y.

MOFFAT TUNNEL:—30,061. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 25, 1914. Cole Litho. Company, Chicago, Ill.

MISS CALIFORNIA:—30,062. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 25, 1914. H. Bercovich Company, San Francisco, Cal.

SPORTS LITTLE FAVORITE:—30,063. For cigars, cigarettes, chewing and smoking tobacco. April 25, 1914. A. T. Agustiniz & Company, Philadelphia, Pa.

COMMARA LUCIA:—30,064. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 25, 1914. Frank Amendola.

NAHUNTA:—30,065. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 25, 1914. Baltimore, Md.

EUCLID SPECIAL:—30,066. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 25, 1914. Cantor-Seckler Cigar Company, Cleveland, O.

KODAN:—30,067. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 25, 1914. Steffens, Jones & Company, New York, N. Y.

YOMITA:—30,068. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 25, 1914. Steffens, Jones & Company, New York, N. Y.

CANCELLATIONS.

THE WIT:—29,931. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 23, 1914, by Kaufman, Pasbach & Voice. Cancelled April 11, 1914.

JOSE ALONSO:—29,940. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 25, 1914, by Jose Alonso, Phoenix, Ariz. Cancelled April 15, 1914.

(*Continued on Page 40*)

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RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

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Willie Collier says, "Every puff a plug." Cork or plain. Write for territory. Old Drury Cigarette Co., 143 West Fortieth Street, New York City.

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MANUFACTURERS OF HIGH GRADE STOGIES,
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AN ESTABLISHED MANUFACTURER desires a few more accounts on his or private brands. Address Box 21, "The Tobacco World."

CARL RUGE & COMPANY
Leaf Tobacco Brokers, Dayton, Ohio
In daily touch with all the country as well as local packers. Samples and quotations cheerfully furnished. 12-1-ch

HIGHEST GRADE OF WHEELING STOGIES—That will please the most exacting smoker, are made by C. A. Kase, Seventh and Main Streets, Wheeling, W. Va.; Factory 33; Established 1895.

J. LANOFF, 1015 South Halsted Street, Chicago, Ill. Brokers for a number of Eastern factories. The largest jobbers of Pennsylvania cigars in the West, carrying one million cigars on hand all the time. Also, carry full line of Havana and Manila cigars.

Wanted.

CASH PAID FOR CUTTINGS, SCRAPS & siftings.
Write to H. Adler & M. Meyerson, 332 E. 48th, New York

IMPORTANT NOTICE TO CIGARETTE MANUFACTURERS—We manufacture cigarettes for the trade; we also supply tobacco boxes and labels 25 per cent. cheaper than elsewhere. Brands registered. Write for particulars. Live distributors wanted. The Soter Company, 235 Canal Street, New York City.

WANTED—Unlimited quantities of "Seed Cuttings" and "Siftings." Get our new quotations for cash. Interstate Tobacco Company, Longacre Building, Forty-second Street and Broadway, New York.

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HAVANA SHORTS—Pure Vuelta; fine aroma. Lopez, 353 E. 78th St., New York. 9-1-tf

IMPORTED HIGH GRADE STRIPPED AND BOOKED HAVANA—Remedios, Partidos and Vueltas, 65c. to 80c. a pound in bond. Carl Vogt's Sons, 176 Water Street, New York City.

FOR SALE—Remedios Havana shorts, pure and clean. Guaranteed A-1, or money refunded. Fifty cents per pound. Edwin Alexander & Co., 178 Water Street, New York.

FOR SALE—A cigar factory in a city of 25,000 out West, working three to six men the whole year, mostly on Bit goods. The best of trade. Have my own lithograph label. Address Box 33, "The Tobacco World."

FOR SALE—Practically new Ludington cigarette machine. Address, Richard W. Menzies, 428 Bainbridge Street, Brooklyn, N. Y.

Situations Wanted.

PRACTICAL SUPERINTENDENT OR FOREMAN—With executive ability, fifteen years' experience. Had charge of three factories at one time, employing 2000 cigarmakers, suction and hand work. Am practical cigarmaker. Address, Superintendent, P. O. Box 52, Lancaster, Pa.

REGISTRATIONS.

(Continued from Page 39)

TRANSFER.

BILL FOLD:—25,812. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 8, 1913, by H. E. Heffelfinger, transferred to Dannehower, Heffelfinger & Company, April 24, 1914.

L. J. Shaver Buys Glens Falls Store

L. J. Shaver, of Canajoharie, recently purchased the cigar and tobacco business of Thornton & Fitzgerald, located at Warren and Ridge Streets, Glens Falls, N. Y. Mr. Shaver has been in the retail tobacco business for a number of years. He will make a number of improvements on the new stand and will immediately stock a full line of imported and domestic cigars.

New Cigar Store for Shelbyville

Peter L. Demmer, who recently removed to Shelbyville, Ind., from Rushville, has opened his factory and cigar store at 48 East Washington Street. The store is up-to-date and carries a full line of cigars, cigarettes and smoking tobaccos. Mr. Demmer's store will be used as headquarters for the "Reserves" baseball club, the representative ball team of Shelbyville.

Woman Wills $250 to Buy "Best Cigars"

Because she had noticed the great pleasure that Oliver W. Norton, millionaire founder of the Norton Can Company, of Chicago, took in smoking, Mrs. Elizabeth C. Vincent, of Cincinnati, in her will recently filed, bequeathed Mr. Norton $250 "to be expended for the best cigars he can buy." The two families often exchanged visits and Mrs. Vincent often remarked on Mr. Norton's devotion to the weed.

Bridgeport Tobacconists Fail

Herbert D. Sherman and William J. Ewald, who have conducted a cigar and tobacco store in Bridgeport, Conn., have filed a petition in bankruptcy in the United States District Court. Partnership liabilities of $33,372.58, all unsecured, are shown, while the assets are figured to be $22,949.51.

Operations have been resumed at the cigar factory of A. Scott Frey, Red Lion, Pa., newly remodelled, following its partial destruction by the windstorm Sunday evening March 1st.

SOLE MANUFACTURERS
DITTGEN'S PATENT
Self-Opening "MULTIPLE" Cigar Pouch
With or without Sealing Flap
The Best Individual Cigar Pouch on the market
Made to fit any size Cigar or Stogie
SEND FOR SAMPLES AND PRICES

Established 1870 Factory No. 79

S. R. KOCHER
Manufacturer of Fine Havana and Domestic Cigars and packer of Leaf Tobacco
Leading brands—"Volitta," "Quaker," Nabobs," "1-4-5," "Havana Cream," "Imperial Beauty," "Little Yara"
Correspondence with wholesale and jobbing trade invited
Factory and Offices: WRIGHTSVILLE, PA.

Notwithstanding many reports to the contrary, we believe that the new crop of Sumatra will prove satisfactory to the trade

We, ourselves, have purchased nearly half of all the new Sumatra bought by American importers up to date, and are offering this tobacco at the right prices—many lots costing from $5.00 to $5.50 per thousand cigars.

For those who prefer last year's tobaccos, we have on hand a complete stock, having purchased practically every suitable lot obtainable in the European market.

We are also the largest holders of fine old and new Java tobacco, both Havana and Sumatra style.

H. DUYS & CO.
170 Water St., New York

ABSOLUTELY THE LEADING SUMATRA HOUSE

Leaf Tobacco Notes

PENNSYLVANIA.

LANCASTER, PA.

So anxious are the bulk of the Lancaster County tobacco growers who still hold their 1913 tobacco to sell that they are now offering it at sacrifice prices, in spite of all the efforts of the recently organized Seed Leaf Growers' Company to induce them to hold it. Many of the growers need the money their tobacco usually brings, while others have no time to look after the crop.

It is estimated that the 16,000 acres planted in 1913 only yielded about 60,000 cases, on account of the adverse weather conditions under which it was grown and because of disastrous hail storms. The county's average crop is about 80,000 cases.

In recent years the growers have been getting from ten to twelve cents a pound for their tobacco. This year, early in the selling season, they got nine cents and then prices broke, and for some weeks past the tobacco has been selling as low as five cents and on up to eight cents.

WISCONSIN.

EDGERTON, WIS.

Because of the fact that help is thinning out, the warehouse work is apt to drag along for several weeks yet. The tobacco has been kept in fine condition so far, but the recent warm spell has started the bundle bulks to heating.

The market for old goods is exceedingly quiet, although the last of the former season's crop is selling slowly. It seems that the buyers of stemming goods do not appear anxious to increase their holdings, and the bulk remaining in the growers' hands is thought to be of low grade.

The process of sterilizing the seed beds is being used by some of the growers in preparing for the coming season, and this work is arousing considerable comment. Most of the talk seems favorable and there is a feeling that process will become generally used. The seed beds are being prepared for another crop. A backward spring has given the tobacco growers a late start, but the new sterilizing process prevents any cause for worry.

TENNESSEE.

CLARKSVILLE, TENN.

There was a large rush the past week on tobacco to market, following a rainy day. Only two days afforded indication of a desire to get rid of the crop before the ground could be plowed, as the farmers are getting anxious to plant corn. One thing noticeable was the large amount being received by the prizing houses.

The prices are fully up to expectations, the sixteen dollar mark having been reached, and it is expected to climb over that before a great while.

Plants have begun to grow more rapidly since the hot sunshine has come, and by the time the upland corn is planted attention must be given to preparing tobacco land.

The rehandling houses have now but little in the country. But there is still a lot of tobacco unsold in the barns and that is coming here and being sold on the streets for what the owners can get, much or little.

THE CAROLINAS.

FLORENCE, S. C.

The latest reports from the farms is to the effect that the plant beds were not hurt so badly as the farmers thought and that if there is a good season for tobacco there will be a good crop in this section. Inquiries have been made by the tobacco warehousemen and buyers and they have personally investigated the situation and feel very much encouraged. There will be a great deal more tobacco planted around Florence than there has been in recent years, many of the former planters going back to the culture of the weed. The prospects for prices are still good. The warehousemen who are inclined to be ultra conservative say that if seasons are not very good the farmer will not waste time in trying to make tobacco, but will fall back on the old reliable, cotton, and put his tobacco lands in cotton, though the tobacco does offer best returns for labor and investment. It is a case of getting back in the rut if the new going is not smooth.

New Tobacco Stand for Springfield

Friends of Arthur R. and Clarence H. Marshman will be interested to learn that they have opened a cigar stand at 282 Main Street, Springfield, Mass., under the firm name of R. & C. H. Marshman. The new stand will carry a full line of cigars and tobacco, and in addition will be the downtown office for the sale of tickets for all games to be played at the League park. Both members of the firm have had a practical experience in the retail cigar business.

The Sumatra Situation

By John H. Duys, of H. Duys & Company.

When, in the latter part of February, the representatives of the various Sumatra houses boarded their respective steamers for their annual pilgrimage to Holland, they were all of one mind; to wit: to keep the market in Amsterdam on as low as possible a basis. The first inscription tobacco was shown and proved disappointing, as the quantity of light tobacco was less than half, compared with the first inscription of 1913. Notwithstanding this, nobody had any intention of paying high prices, but conservatism did not help in this instance, as the buyer for one of the leading United States cigar manufacturers purchased the three first lots at prices higher than in 1913. After this, all good intentions were forgotten, and with strong competition from the Austrian government, which purchased during the second inscription not less than seven parcels of so-called American tobacco, the market for light tobacco was established upon a high basis, and in my opinion, will not become lower during this present season. While this high market in Amsterdam may seem strange to the outsider, who considers only present poor business conditions throughout the entire world, it must not be forgotten that the only fancy part of a Sumatra crop of 250,000 bales is its light greenish tobaccos.

Suppose in a year like this ten per cent. less tobacco is consumed, if the fancy part of this crop should be thirty-three per cent. less than previous years, and this is probably the case, there would still be a shortage of twenty-three per cent., and this question of supply and demand is what the large operators in Sumatra tobacco must consider. As far as the new tobacco itself is concerned, I believe that same will prove satisfactory and better than at first anticipated, and when, in a few weeks from now, business conditions will be improved, I have no doubt that trading in the new Sumatra will become very lively.

If the large cigar manufacturers of the United States could only be convinced that they could buy their tobacco much cheaper by staying at home, lots of money would be saved for the entire trade. I want to go on record now, that the cigar manufacturers who buy their tobacco from the leading importers are doing so to better advantage than those who operate in the Amsterdam market. From personal observations I have seen instances where twenty-five to thirty cents per pound was overpaid on tobacco, which money could have been easily saved by careful operation.

Up-to-Date Store for Tiffin

Martin Sausser has recently opened a first-class cigar store and billiard room at 58 E. Market Street, Tiffin, O.

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Without any advertising this Cigar has met with great favor and everybody is talking about it—only lately have we been able to get them fast enough to supply the demand.

We have them in four sizes

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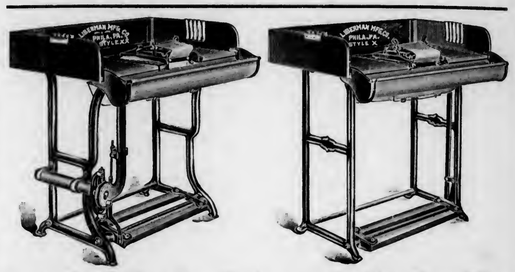

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The World's Standard Cigar

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General Agent for United States and Canada

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115 BROADWAY, NEW YORK

Smoke Talk No 18

Mild Isn't a color

You can't judge a cigar by its wrapper. Some dark cigars are mild and some "light" cigars are strong. If the pure food law applied to cigars—the word "mild" wouldn't be used so promiscuously. To be safe—smoke this blend of mild Havana and mild domestic—

Robt. Burns

MILD 10c CIGAR

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MAY 15th 1914

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M. Newmark & Company's Salesmen Banqueted in Honor of "Don Remo"

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Trade Letters of Vital Interest from All Sections

Latest Reports from the Cuban Market

Latest News of the American Leaf Tobacco Markets

Registration of New Brands of Cigars, Cigarettes, Tobacco, Etc.

ESTABLISHED 1881 Vol. XXXIV No. 10

PUBLICATION OFFICES: 236 Chestnut Street, Philadelphia

F. C. LOZANO J. M. LOZANO

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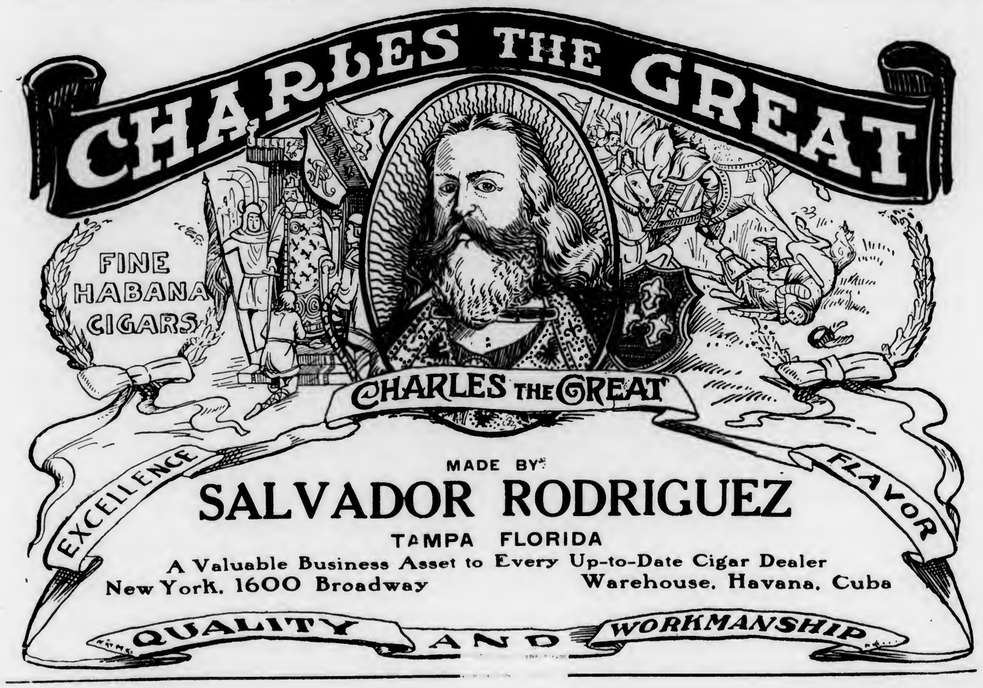

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Finest Vuelta Abajo Tobacco Exclusively

No Better Goods Made
Quality Always Reliable

One of the Oldest Havana Brands

ESTABLISHED 1834 RE-ESTABLISHED 1890

See Winston Churchill's Book, "The Crisis"

Best 10c Cigar in 1869—Since and Now

"La Flor de Portuondo"

Londres Grandes

¶ First introduced to the trade in 1869 by the late Juan F. Portuondo, one of the pioneers of cigar manufacturing in the Quaker City.

¶ The superior quality and workmanship of these goods, which made their maker famous from coast to coast, has been maintained ever since and is typified in the above brand, a Havana filled, Sumatra wrapped cigar of most excellent flavor.

Juan F. Portuondo

Cigar Mfg. Co., Philadelphia

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The Tremendous Effectiveness of the New Glass Lids has created marvellous results in the sales of Cigars aside of the old fashioned, bulky metal framed lids.

The new lid is now becoming a monopoly on the Cigar Counter. Dealers are discarding the antiquated clumsy metal framed lids, which detract the eye from the cigars by their cheap metallic effect and prove detrimental to their sales, while the

NEW ALL GLASS OR STEEL WIRE EDGED LIDS

give cigars a cheerful and appetizing effect, by their distinctive, refined and classy charm so inviting to smokers. These lids are revolutionizing cigar sales, and placing them on a higher plane. The new lids are the limit of perfection and are up-to-date.

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Packed in a Pocket-proof Package

1½ ounces—5 cents

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For Gentlemen of Good Taste

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The Deisel-Wemmer Company

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for mine"

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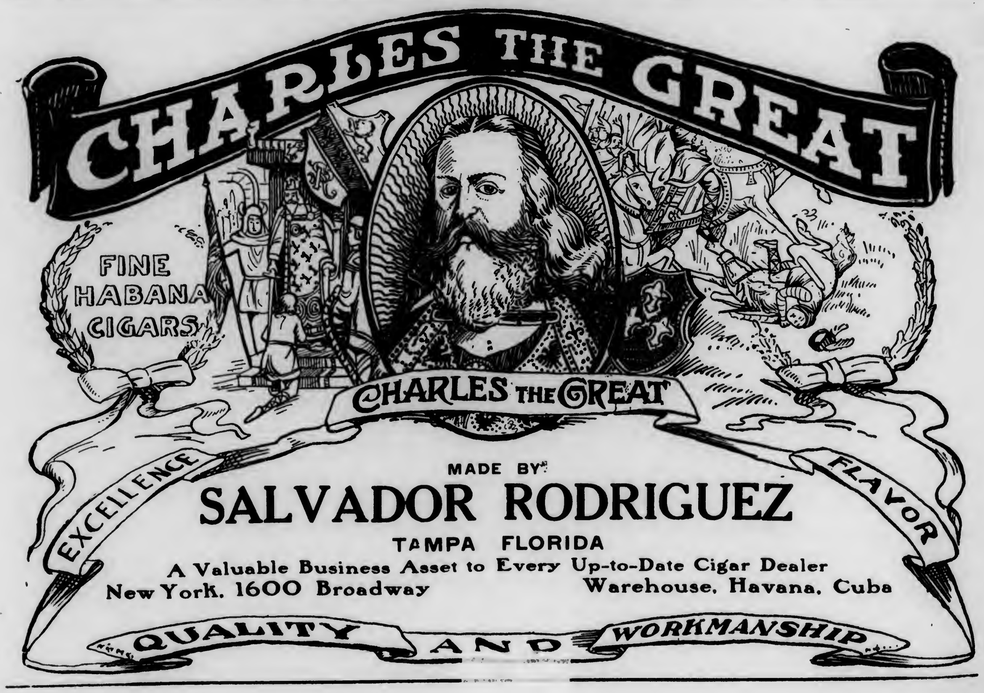

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The Deisel-Wemmer Company

LIMA, O.

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CIGARS

PHILADELPHIA

Best Quality **Best Known**

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The Cigar Without a Peer

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Havana Cigars

A BRAND OF UNEQUALLED REPUTATION

A Sales Record of 60 Years from 1854 to 1914.

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Pre-eminent by Comparison

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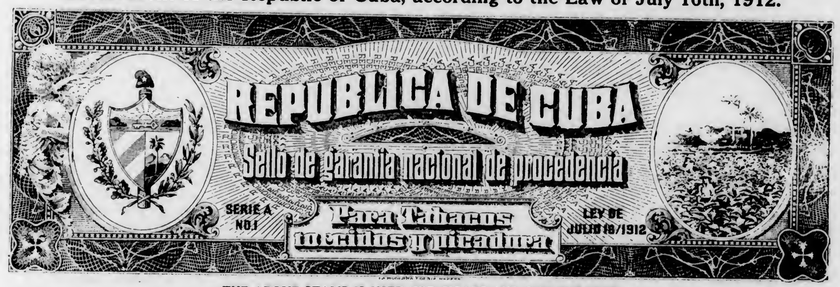
Exact Fac-simile of the Government Stamps on Cigars, Cut Tobacco and Cigarettes, issued by the Government of the Republic of Cuba, according to the Law of July 16th, 1912.



THE ABOVE STAMP IS USED FOR CIGARS AND CUT TOBACCO

All manufacturers are compelled to affix these Stamps on all boxes of Cigars, packages of Cut Tobacco, as well as packs of Cigarettes, which are manufactured by them, and which constitute an absolute guarantee to the smokers, that the Cigars, Cut Tobacco or Cigarettes contained therein, are of Genuine Cuban Origin, made by Expert Havana Cigarmakers and Tobacco Workers.

THE ABOVE STAMP IS USED ON ALL PACKAGES OF CIGARETTES

The COLOR of THE ABOVE STAMPS is GREEN.

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Year after year CREMO maintains its popularity

The mellowness and smoothness of the Cremo blend suit the taste of a vast number of smokers

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Demand Proves the Value of a Cigar

Statesmen MILD 5¢ CIGARS

ARE IN DEMAND

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PHILADELPHIA, PENNA.

COPENHAGEN

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We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

WEYMAN-BRUTON COMPANY

50 Union Square North **New York, N. Y.**

Get aboard the Band Wagon

Piedmont is the big noise in 5-cent cigarettes.

Months ago it won the record as the biggest-selling 5-cent cigarette in this country.

Now we're out to DOUBLE present sales of Piedmont cigarettes, so we are putting a coupon in each package of Piedmonts.

It's a winner!

Liggett & Myers Tobacco Co.

Piedmont Cigarettes 10 for 5¢

Twenty Years After

The uniform quality of "La Tonia" cigars proves that they have stood the test of years. Discriminating smokers call it

The Cigar of Integrity

Is a value that high-grade smokers will appreciate. Its reputation has been established among connoisseurs because it

Maintains its Quality

A delicious blend of Havana tobaccos, a silky imported Sumatra wrapper, and the most expert of workmanship give a flavor and fragrance that is distinctive.

A Pleased Customer

Is a good advertiser. A consumer who smokes "La Tonia" cigars will become a booster for you. Stock "La Tonia", introduce it to your patrons and you will enjoy a growing trade on this high-grade cigar.

In Only a Few Territories

Can we place further jobbing accounts for the present, as our output is practically sold for the balance of the season.

"La Tonia" Cigars

Are made and sold on merit. Write your nearest jobber or our factory for particulars on our proposition. It's an attractive one.

LONGFELLOW 10c.
IMPERIAL 15c.
PERFECTO 10c.

John Steigerwald & Co.
2411-13 North Howard Street
Philadelphia

"LA TONIA LONGFELLOW"
Smoked by discriminating men since 1895

New Home for Savaronas

After May 1st Savarona Headquarters will be

152 WATER STREET

Cor. Maiden Lane

We needed more room on account of our rapidly increasing business, and have had this building refitted for our special use, giving us better facilities and more space. We will be glad to welcome our friends at this location.

CAYEY-CAGUAS TOBACCO CO., Inc.

152 WATER STREET, NEW YORK

SANCHEZ & HAYA CIGARS

Now Manufactured in Bond

Factory No 1

Tampa. Fla.

Under Government Supervision

Look for Bond Stamp on Box

(Facsimile of Window Card)

Inform Your Customers

Send for our colored window card announcing that old No. 1, Tampa, is now a bonded factory and that "La Flor de Sanchez Y Haya" cigars, carry with them, the Government guaranty, that nothing but pure Havana tobacco is used in their manufacture.

They have been leaders since 1867 and they will continue to be for generations to come.

SANCHEZ Y HAYA

Tampa, Fla.

Whip Ready Rolled Tobacco

The average new smoking tobacco has a pretty hard time getting recognition. Not so with "Whip." "Whip" is made by the Pattersons. This insures it a welcome by dealers and smokers alike.

The fact that "Whip" is being extensively advertised—and the fact that dealers who have stocked "Whip" are swinging re-orders—proves that you should stock "Whip" immediately. Write your Jobber for "Whip."

5c. one-ounce tins, 10c two-ounce ting, and in handsome green pottery Patented Self-Moistening 1-lb Humidors.

PATTERSON BROS. TOBACCO CO., INC.
Richmond, Va.

Also makers of "Queed"—the big 2½ oz ten-cent tin a little better than most 2-oz ten-cent tobaccos. You will find it a 500 seller.

LA FLOR DE R·A·BACHIA Y CA. TRADE MARK HABANA

BACHIAS

Havana Cigars

For Men of Means

Renowned for Uniformity

IDENTIFIED BY THE GREEN AND GOLD BAND

R. A. BACHIA & CO.

47 West Sixteenth St. New York

LIPSCHUTZ'S 44 CIGARS

"44" Cigar Co. Philadelphia

E. H. GATO CIGAR COMPANY

FOR FORTY YEARS THE STANDARD

By Which Clear Havana Cigars Are Judged

1871 GATO 1871

Write for Open Territory

Factory: Key West, Fla

New York Office; 203 W. Broadway

LOVERA

CLEAR HAVANA CIGAR

Made under U. S. Bond by

Jose Lovera Co.

TAMPA, FLA.

BARON DEKALB SEGAR

Real Habana Segars 10c. to 25c.

Made in New York at the sign of the bulldog by

John W. Merriam & Co.

BAYUK BROTHERS

"HAVANA RIBBON"

FIVE CENT CIGAR

PHILADELPHIA

DIAMOND JOE TRADE MARK CIGAR FACTORY ESTABLISHED 1850

Charles Denby

BEST THAT SKILL, ENERGY AND MONEY CAN PRODUCE

H. FENDRICH, Maker, EVANSVILLE, IND.

5c CIGAR

In a Class With the Melons

5c.-Rocky Ford Cigars-5c.

Delicious Flavor
Made at our Newark, N. J. Factories

We also manufacture at our several factories located at Pittsburgh, Pa. the celebrated

[Pittsburgh "FAMOUS" Stogies]

The jobber's biggest asset in the 2 for 5c. line.

Our 2 for 5c. and 3 for 5c. lines of CIGARS and STOGIES are so extensive that space does not permit mentioning

Write for full information and prices

UNION AMERICAN CIGAR COMPANY
28th and Smallman Sts. Pittsburgh, Pa.

Graham Courtney

HAVANA CIGARS

They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company

135 West 42nd Street, New York

F. RODRIGUEZ Y CA. San Miguel 85, Habana, Cuba.

"ELITE" F. Ry Ca HABANA

Manufacturers of the celebrated
"ELITE" Habana Cigars.

MAX SCHATZ
82 Maiden Lane New York

Sole Representative for United States and Canada.

Fifth Avenue Cigarettes

The Union Made Cigarette of Quality
Bearing Union Label

Ten cents per package of ten. Mouthpiece, Cork Tip, Plain

Live Distributors Wanted

I. B. KRINSKY
207 North 4th Street . . . BROOKLYN

The Standards of America:

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts
Strong, Salt, Sweet and Plain Scotchs

MANUFACTURED BY

GEORGE W. HELME CO., 111 Fifth Ave., New York

G. S. Nicholas & Co.

41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

GREATEST SUCCESS IN HABANA'S CIGAR HISTORY

ROMEO Y JULIETA

RODRIGUEZ, ARGUELLES & CO.

A Success of Quality

THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD

U. S. Representative: Wm. T. Taylor, 93 Broad St., N.Y.City.

CORRESPONDENCE SOLICITED

JUST THINK-5¢ BUYS A
LA FAMOSA
EQUAL TO ANY MILD 10¢
CIGAR

E. Kleiner & Co., Makers, New York

THE KEY WEST CIGAR FACTORY WEST

THE
Key West Cigar Factory
Factory No. 413, KEY WEST, FLA.

Office and Salesroom:
43 to 47 W. 33d St., New York

HAVANA CUBA CIGARS

Vuelta Abajo "Castaneda"

CASTAÑEDA HABANA TRADE MARK

CARDENAS & CO.
Main Offices and Factory: 102 Galiano Street Havana
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DAVE ECHEMENDIA, U. S. Representative

T. J. DUNN & CO.

Makers of

The New Bachelor Cigar

401-405 E. 91st Street, New York

Quality Paramount

CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

Strictly Independent Manufacturers

CHAS. LANDAU

Sole Agent for United States and Canada

82 Wall Street - New York

Board of Trade Bldg., Montreal, Canada

The Latest Improvement in Electric Cigar Lighters is the

Brunhoff Jump Spark Lighter with Automatic Cutter

Operates with an excellent jump spark coil. The main feature is that the lighter uses electricity only for an instant. No current used or wasted on return into position. This is most important. It saves your batteries—gives them longer life. The front is for your ad or for a mirror. The handle is convenient to light from, for the shortest or the tallest. Pull the handle to you, slow or fast, **"you get a light every time."**

If you want the best lighter ever made, send us $12.00 and state if wanted with glass or mirror front. Send label if you want us to insert it.

Made and Guaranteed by

The Brunhoff Mfg. Co.,
Cincinnati, Ohio

Eastern Branch and Show Rooms
113 Maiden Lane, New York

Yesterday, To-day, To-morrow

In past, at the present, in the future, **BOLD** Cigars had a standard, have a standard and will always maintain that standard which makes **BOLD** Cigars

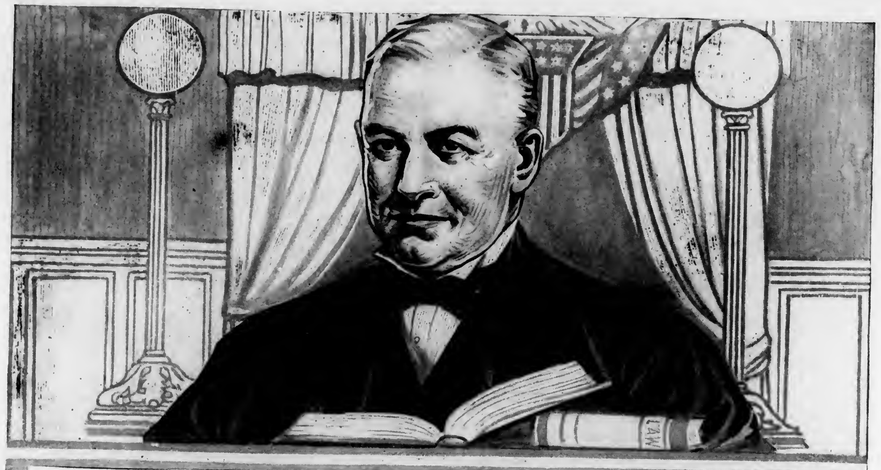
"Above All"

BOBROW BROS.

BOLD FACTORIES

125 S. 2nd Street **114 S. 2nd Street** **133 Arch Street**

Main Office
PHILADELPHIA, PA.



A Judge Can't Smoke

in the courtroom—but he's going to enjoy his tobacco just the same. He gets a good, juicy chew of "PIPER"—that's the tobacco—*real tobacco*—rich and mellow—and chewing it gives him calmness—"the poise that comes from rumination!" When you chew

PIPER Heidsieck

CHEWING TOBACCO—Champagne Flavor

you get the epicure's delight. The taste of "PIPER" carries with it that wonderfully wine-like flavor which has made the brand so justly famous. It combines with all the natural richness of splendid tobacco the mellow tang of ripe champagne.

Try "PIPER" just one week. You'll see why thousands and thousands of American men of brains and eminence have used "PIPER" for years.

Only finest leaves of choicest tobacco go into the making of "PIPER." We go to the utmost expense to keep this superb tobacco clear up above all others, in a class by itself.

Sold by dealers everywhere, in all size cuts from 5c up—also in handy 10c tin boxes

THE AMERICAN TOBACCO COMPANY

A Needless Expense

The payment of $1.85 per pound duty on your wrapper IS A NEEDLESS EXPENSE IN YOUR BUSINESS when you can obtain wrappers of such *high standard* and *merit* in BURN, QUALITY and YIELD as our

American Sumatra Wrapper

Don't lose valuable time if you want to make your business profitable for 1914.

Our Customers are already convinced. Let us convince you?

American Sumatra Tobacco Co.

131 Water Street, New York

MADE IN BOND

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

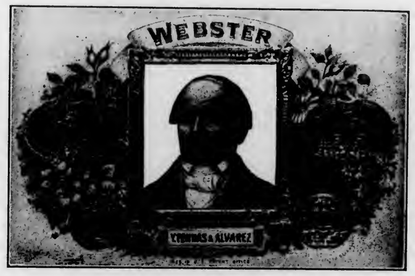
V. Guerra, Diaz & Co., Tampa, Fla.

Established 1867

Our Motto "Quality"

Y.PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA.

HAVANA CUBA

T&O COMPANY MAKES

MISKO

5C. CIGAR
MADE BY HAND---MADE BY MEN
"A Top Notcher"
THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
Offices: 1020 SECOND AVE.
New York City

S. Loewenthal & Sons
123 Maiden Lane
New York

¶ Importers of Havana and Packers of Leaf Tobacco.

One of the largest packers of shaded tobacco in the world

FLORIDA GEORGIA CONNECTICUT

M. MELACHRINO & CO., Inc.

EGYPTIAN CIGARETTES

You Cannot be Mistaken if You Stock the Easiest Sold Cigarettes

M. Melachrino & Co., Inc., are purveyors and supply all the Courts, Embassies, 120 Clubs and 360 Regimental Messes throughout Europe

GRAND DEPOTS OF M. Melachrino & Co., Inc. { London, 8 Regent St., S. W. Capetown, South Africa | Calcutta, 10 Government Place Alexandria, Rue Cheriff Pacha | CAIRO, Head Office and Factory Hamburg, 18-20 Grosse Backerstrasse

AGENCIES IN THE PRINCIPAL CITIES OF THE WORLD PRICE LIST UPON APPLICATION

214-216 WEST 47th STREET, NEW YORK

THE TOBACCO WORLD

Vol. XXXIV. PHILADELPHIA AND NEW YORK, MAY 15, 1914. No. 10.

LEAF HELD BY MANUFACTURERS AND DEALERS ON APRIL 1, 1914

Imported Types Show Gain—Burley Tobacco Shows Decrease—Less Pennsylvania Leaf on Hand Than One Year Ago—Report Shows an Increase Over Six Months Ago

WASHINGTON, D. C., May 12, 1914.

THESE statistics, collected in conformity with the act of Congress approved April 30, 1912, represent, for dealers in and manufacturers of tobacco other than the original growers: (1) The quantity of leaf tobacco reported as held by manufacturers who, according to the returns of the Commissioner of Internal Revenue, manufactured during the preceding calendar year, more than 50,000 pounds of tobacco, 250,000 cigars, or 1,000,000 cigarettes, and by dealers in or manufacturers of leaf tobacco who on an average had more than 50,000 pounds of leaf tobacco in stock at the end of the four quarters of the calendar year; (2) all imported leaf tobacco in the United States bonded warehouses on April 1, 1914, and October 1 and April 1, 1913:

Types.	Pounds of Leaf Tobacco on Hand. Apl. 1, 1914.	Oct. 1, 1913.	Apl. 1, 1913.
Aggregate (1)	1,380,591,371	1,108,773,652	1,359,252,597
Chewing, smoking, snuff and export types:			
Burley	311,347,633	225,198,655	327,078,118
Dark District of Kentucky and Tennessee:			
Dark fired as grown in Clarksville and Hopkinsville and Paducah Districts	170,693,909	111,639,451	142,932,046
Henderson	9,050,078	7,818,038	13,210,207
Green River	59,655,574	50,389,414	64,999,386
One Sucker	44,193,297	31,865,951	36,982,698
Virginia Sun Cured	12,725,275	10,252,437	13,097,801
Virginia Dark	53,741,765	33,730,127	53,857,371
Bright Yellow District of Va., N. C. and S. C.	281,195,049	227,986,976	254,160,204
Maryland	5,512,161	6,772,798	3,945,559
Eastern Ohio Export	2,529,014	702,191	3,006,429
All other domestic including Perique-Louisiana	698,652	647,966	664,243
Total	951,342,407	707,004,004	913,934,062
Cigar types:			
New England, including Connecticut	56,575,461.	44,164,428	51,979,997
New York	5,493,221	4,988,996	5,853,361
Pennsylvania	125,411,750	127,344,947	141,014,950
Ohio	82,370,602	84,081,349	90,327,075
Wisconsin	85,739,204	72,088,498	93,763,622
Georgia and Florida	6,471,285	8,352,237	6,231,271
Porto Rico	4,384,020	4,128,480	3,814,318
All other domestic	543,943	899,154	571,432
Total	366,989,486	346,048,089	393,556,026
Imported types (2)	62,259,478	55,721,559	51,762,509

(1) The 1,380,591,371 pounds of leaf tobacco on hand April 1, 1914, includes 833,807,209 for which the "marked weight" was reported (i.e., weight at the time it was packed or baled) and 546,784,162 pounds for which the "actual weight" was reported. The corresponding amounts included in the 1,108,773,652 pounds for October 1, 1913, were

(Continued on Page 22)

CIGAR LEAF ASSOCIATION VOTES TO FIGHT BONDED STAMP RULING

Charles Fox Elected President for Ensuing Year— Convention Favors Anti-Coupon Bill and Freight Increase—May Take Bonded Factory Law Into Supreme Court

ATLANTIC CITY, May 12, 1914.

AMONG the many important matters upon which action was taken by the convention of the National Cigar Leaf Association, which has been convened here, was its pledge of moral and financial help to the extent of $1000 in a campaign against the recent ruling on the Bonded Stamp controversy, and its indorsement of the Underwood Anti-Coupon Bill.

Following the opening of the session on Monday morning, President Aaron B. Hess read his address, which will be found on another page. After a vote of thanks had been tendered Mr. Hess, the chairman of the Credentials Committee offered his report showing the officers, delegates and alternates present. Joseph Mendelsohn then read the report of the Committee for the Establishment of a Credit Bureau. This report voiced the opinion that it was not an appropriate time to introduce such a feature and recommended that the matter be held under advisement until such time as the Association should number a greater membership.

Treasurer Cranz read his report, showing $5456.08 on hand and no debts.

A Resolutions Committee was named by President Hess to consist of Felix Eckerson, Charles Fox, Moritz Neuberger, L. B. Haas and Joseph Mendelsohn.

The afternoon session opened with the report of the Resolutions Committee. A resolution was introduced to take steps to provide that the government reports of tobacco stocks on hand be so worded as to show the quantity of leaf in the hands of manufacturers and dealers respectively. The resolution was lost by a majority of one vote.

The next resolution considered provided for the indorsement of the Stevens Bill by the Association. This bill provides that it shall be legal for the manufacturers to establish a minimum price at which their articles shall be sold. This resolution was carried.

To oppose the unlimited importation of cigars from the Philippines was the nucleus of the next resolution presented, and this was adopted also.

A resolution providing for a contribution of $1000 by the Association to any city that should invite the convention to convene there, to assist in defraying the expense of the same was unanimously adopted after some argument.

A resolution prepared by Joseph Mendelsohn committing the Association to the contention that the "Made in Bond" law should merely cover the origin of the tobacco and not the workmanship on the cigars was next presented. It called for the Association to give its moral and material support to the manufacturers who may see fit to make protests regarding the interpretation of the law to cover the workmanship on cigars; it further provided for a committee of three empowered to confer and act with a committee of manufacturers; that the sum of $1000 be set aside for

(Continued on Page 26)

Senate Helps Tobacco Bug Fight

Senator Bryan, of Florida, pushed through an appropriation bill on last Thursday, giving the Department of Agriculture a tidy sum to assist in combatting the pest of the tobacco bug in the United States. In support of his measure, Senator Bryan explained that this pest is in the habit of laying its eggs in the leaves of growing tobacco and that after the tobacco has been cured and made into cigars or cigarettes, as the case may be, the eggs hatch out into small worms, which promptly start boring their way through the cigar or cigarette.

The appropriation did not get through the Senate without some caustic comment on the part of the non-smokers of the august body, and Senator Reed of Missouri was much wrothed at the appropriation and stated that his belief "that under a liberal construction, I have no doubt the Government could go into the business of breeding grey cats. How long, O Lord, is this to continue?"

A glance at the Internal Revenue statistics for the last few years might impress Senator Reed and others of his colleagues, with the urgent necessity of nursing in every way, the American Golden Goose, which is represented by the tobacco industry.

Senator Bryan has been a most consistent and intelligent friend of the tobacco industry of the United States, not only of his own State, but of the country at large, and it was probably due to this, that he obtained the appropriation desired.

The New Leaf Officers

As was surmised, the National Cigar Leaf Tobacco Association elected an entirely new board of directors at their convention in Atlantic City, closing a few days ago, and the present roster includes the names of men who should most capably continue the good work which the association has carried on for some years past.

The election of Charles Fox, of New York, as president, was merited by hard and conscientious work, which Mr. Fox has rendered the association as its secretary for several terms. The vice-president, S. Major Newburgh, of Hamilton, O., gives this thriving tobacco section well-deserved representation; and in the hands of Jos. Mendelsohn, of New York, the secretarial duties of the association will, most assuredly, be most creditably performed.

After a number of years as watch dog of the association funds, ex-Treasurer F. E. Cranz has finally induced the members to accept his annual resignation, and he turns over a handsome balance of more than $5,000 to his successor without any bills payable. George M. Berger, of Cincinnati, was chosen to succeed Mr. Cranz, and the finances have again fallen into honorable and careful hands.

Riker & Hegeman Company Lease Another Store

The Riker & Hegeman Drug Company which leased during the past twelve months stores on the south side of Chestnut Street, west of Juniper Street, and on the south side of Market Street, west of Twelfth, also has leased, through Mears & Brown from Katharine L. Wiener, the drug store at the northeast corner of Sixteenth and Chestnut Streets.

With Henry Ford backing up Thomas A. Edison and waging a war on cigarettes there is no alternative for the American Tobacco Company but to start a campaign against the debilitating consequences of motoring and listening to the phonograph.—Exchange.

NEW YORK MANUFACTURERS MAY SEEK TO ENJOIN ADVERSE RULING ON BONDED STAMP

May Carry Case to Supreme Court if They Do Not Win—Treasury Department Now Investigating— Decision Expected Within a Few Days—Dispute Now Waxing Warm

New York, May 12, 1914.

THE question as to the meaning of the word "character" employed in section 4, paragraph M, of the "Made-in-Bond" law of October 3, 1913, is creating quite a turmoil in the Treasury Department at Washington, and New York manufacturers are anxiously awaiting a decision. Whether the word refers to the "character" of the tobacco, as to its origin, or to the method of working the tobacco into cigars, or both, is the puzzle that is now being unravelled. New York manufacturers who use "team work" object to a discrimination and an interpretation in favor of the "Spanish method." This latter method is used by the manufacturers of Key West and Tampa, and it is their claim that the manufacturers who use the former method are not entitled to use the same form of Government guarantee stamp.

The recent ruling by the Federal officials that only such manufacturers as employ the strict "Spanish method" shall enjoy the full benefits of the bonded stamp provision, which was strongly protested against by more than a score of important local Havana cigar manufacturers as discrimination in favor of the Tampa manufacturers, is expected to be modified within the next few days.

The dispute as to the interpretation of the wording on the bond stamp, which has been in progress for the past two or three months between the local trade and the Tampa interests, is waxing stronger as the days go by without a decision from the Treasury Department. Charges of misrepresentation have been freely exchanged by both sides. The New York interests have been flooding the Treasury Department with demands that they be given rights equal to those granted to the Tampa manufacturers.

In the event that the prospective ruling of the Treasury Department does not so modify the bonded stamp regulations as to allow the so-called "team work" manufactured cigar to be labeled as "hand made," which the local interests insist it may properly be marked, an appeal will be made to President Wilson. Should these efforts prove unfruitful, a legal action seeking to restrain the Treasury Department from definitely defining the word "character" as contained in the last tariff act may ensue.

Special agents of the Treasury Department have been busily engaged for the past three weeks in making tours of investigation in the various principal Havana cigar manufacturing centers of the country, obtaining information as to the different methods pursued at the factories which may yet seek "made-in-bond" privileges from the Government. Public hearings were held at Chicago recently relative to the matter and the local trade leaders declare their contention for equal rights for the so-called "team work" cigar as those granted to the "Spanish method" product were strongly supported by the Chicago manufacturers.

KNICKERBOCKER.

"Greysolon" a New Cigar

The ever-progressive house of Stone-Ordean-Wells Company, with headquarters in Duluth, Minn., announces a new cigar, "Greysolon," made exclusively for them by the Greysolon Cigar Company. This cigar is said to be of absolutely clear Havana tobacco with a wrapper of the finest grade of Java.

"Optimos" Holding Their Own

QUITE a business is being done at the present time on the "Optimo" cigar, the worth-while product of A. Santaella & Company. Reports received at the company's office from the corps of salesmen now on the road are very encouraging, being backed up with orders of no mean proportions. "Optimos" are represented in New York State by M. Whitebone; Chicago is now being taken care of by Joe Carlisle, while R. Donovan is looking after the trade in Shreveport, La. New York City is taken care of by William Frisch. From present indications the season of 1914 gives promise of much success.

"Hamlet" New Waldorf-Astoria Company Brand

A new clear Havana brand made in Cuba for the Waldorf-Astoria Segar Company has just been sent to the trade, and from reports the cigar is taking well with the consumers of high-grade cigars. This new piece of goods is called "Hamlet," and already a number of Chicago clubs have taken it on. "Hamlet" is made in fourteen sizes and sells at prices ranging from $120 to $340. Price lists have been sent out and inquiries are coming in rapidly.

"First Consul" Little Cigars

The New York market is receiving its first introduction to "First Consul Entre Actos," in packings of ten, retailing at a quarter a box. This innovation by P. Pohalski & Company seems to be meeting with favor throughout the city, judging from the initial sales. The package contains a miniature reproduction of the well-known "First Consul" label. In the little cigars the "First Consul" standard is well maintained.

Another "First Consul" packing that has met with favor is the "Paquetas," a blunt shape retailing at fifty cents a package, five in a foil-wrapped bundle.

Charles Landau Back From Long Trip

Charles Landau, United States and Canadian representative of H. Upmann & Co., has recently returned to this city after a long trip through parts of the United States and Canada. He brings with him the opinion that business is picking up and that the jobbers are re-stocking, having allowed their orders to be held up during the dull season. As a whole Mr. Landau seemed to think that trade conditions are showing much improvement, although admitting that there is still room for much more.

Mr. Landau's last stop was Montreal, where he placed some nice business for his lines.

The "Becker New Humidor Glass Box Lids" have recently been adopted for the "Charles Denby" cigar, which is produced from one of the largest factories in the world. This new feature which H. Fendrich, the manufacturer, has added will no doubt give a tremendous impetus to the sale of "Charles Denby." From previous experience it has been found that the lid gives an artistic touch of refinement which makes a strong appeal to smokers.

J. M. Diaz Goes Abroad

JOSE M. DIAZ, president of the Preferred-Havana Tobacco Company, sailed for Europe on the "Olympic" on Saturday, May 9th, to be gone about two months. Previous to his departure, Mr. Diaz stated that it was his intention to make strenuous efforts, both in Great Britain and on the Continent, to further extend the distribution of his company's well-known brands, which are now among the most popular in Europe.

Mr. Irijoa, who is South American representative for the Eden factories and the Preferred-Havana Tobacco Company, arrived in New York on the first of this month and sailed the day following for Havana, where he will get his new samples ready for their exclusive trade in South America.

F. Rodriguez Returns to Cuba

Felipe Rodriguez, proprietor of the Elite factory in Havana, left New York on Tuesday, May 12th, for his home in Havana, going by rail.

Mr. Rodriguez made his trip to New York strictly from a social standpoint, being desirous of visiting his mother, whose health had not been very good.

He was delighted to find that she was very much improved when he arrived North, and this, added to a good business report, sent him home in fine spirits.

Liggett & Myers to Sell Chewing Gum

The Liggett & Myers Tobacco Company has closed a contract with the Wrigley Chewing Gum Company, whereby the latter will manufacture several brands exclusively for the tobacco company. The Liggett & Myers Company will sell these brands through the same channels that now handle the tobacco brands for the tobacco manufacturers.

Less Cigars, More Cigarettes.

Statistics concerning the output of tobacco products, inclusive of snuff, in the First, Second and Third Districts of Greater New York show that in the first four months of this year there has been a gain of about 250,000,000 in the production of cigarettes, as compared with production in the corresponding period a year ago. The actual figures are 2,438,032,880 for 1914, and 2,185,049,824 for 1913. The production of little cigars also showed a big gain, there having been 32,195,520 of these "smokers" turned out this year, against 17,853,586 in the first four months of 1913. Big cigars, on the other hand, fell off sharply, the current year's production to May 1st showing a total of 16,000,000 less than that of last year. Manufactured tobacco, however, fell off about 350,000 pounds.

C. K. Andrews to Represent "Arabesca" Cigarettes

The Arabesca Cigarette Company, has accomplished a fine deal in acquiring Charles K. Andrews, for many years one of the managers of the various United cigar stores, to represent "Arabesca" cigarettes. Mr. Andrews is widely known among the trade in New York and will undoubtedly be able to add many new accounts to their already wide list of distributors.

THE TOBACCO WORLD

ESTABLISHED 1881

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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Many folks are born pessimists and are glad to air their views wherever an opportunity offers, but a calm consideration of the general conditions in the United States today, affords grounds for real worriment in an industry like that of tobacco.

Some of the Causes.

The withdrawal of thousands of soldiers and sailors to Mexico and Southern waters, removes a host of steady tobacco users, and it is to be hoped that their stay will not be long. Our military folks, both officers and men, are liberal spenders and thousands of dollars of Uncle Sam's salaries come back to the handlers of cigars and tobacco. The labor troubles in Colorado are also a factor which has already made itself distinctly felt in the orders received by numerous houses, who have enjoyed good trade in that territory.

The many thousands of hands which the railroads have recently laid off, together with the very large percentage of idle workmen in the textile industries, are all real facts which have not, by any means, helped the general condition of trade.

We are not calamity shouters in the least sense of the word, but it is to be sincerely hoped that a general revival of all branches of commercial life may be speedily affected.

The latest protest in regard to the "Made-in-Bond" law has created quite a turmoil and, despite a ruling which upholds the protest, the Treasury Department is giving the matter its fullest attention.

The Bonded Stamp Controversy.

It was brought to the attention of the authorities at Washington that manufacturers who are using the Government guarantee stamp, which specifies "Spanish method," are not using that process of manufacture, but rather "team work," which requires the labor of two men, one who makes the bunch, and another who works exclusively on the wrapper. The "Spanish method" requires only one man who works the bunch and the wrapper as well.

Tampa and Key West manufacturers who use the "Spanish method" object to the manufacturers who use the "team work" procedure, being allowed to use the Government stamp, which stipulates "Spanish method." They claim that trade usage does not recognize "team work" as producing a strictly hand-made cigar, and therefore are making every effort to have the letter of the law fulfilled.

Much of the argument rests on the word 'character," as to its meaning and use in the wording of the law. Some claim that it simply refers to the tobacco, its "character," as being guaranteed as to its origin. Others claim that it refers to both the origin of the tobacco and the method under which the cigar is produced.

Tampa manufacturers hold that any attempt to include "team work" in the terms, "hand-made" or "Spanish method" or "Made-in-Bond," is a deception as the former term cannot be included under the provisions of the guarantee stamp.

Definite action in the matter is expected within a few days, and meanwhile considerable capital is tied up by the recent ruling of the Treasury Department, upholding the protests of the Tampa and Key West manufacturers.

Should the Southern manufacturers be upheld permanently, it will work a hardship for a number of firms who have bonded their factories with the idea that working their tobacco into cigars by "team work" was permissible. The "Spanish method" is conceded to be a more expensive way of manufacturing cigars than by "team work," and a decision in favor of the "Spanish method" will place a number of manufacturers who have already gone ahead with the bonding process in a predicament. An adverse decision will undoubtedly considerably reduce the number of manufacturers who might take advantage of the new law.

Benjamin Duke in Apartment Deal

Benjamin N. Duke, the tobacco man, brother of James B. Duke, former president of the American Tobacco Company, and now head of the British-American Tobacco Company, recently paid $1,350,000 to the Paterno Construction Company, of which Dr. Charles V. Paterno is president, when he bought the new fourteen-story apartment house at the southwest corner of Seventh Avenue and Fifty-eighth Street. Duke is one of the largest real estate holders in New York City, having invested several million dollars in the last year or so.

The tobacco man's last purchase is the property at No. 200 West Fifty-eighth Street, which occupies a plot of four lots at the southwest corner of Seventh Avenue. It is classed by architects as one of the finest apartment buildings in the world. It is to be held for investment, the rent roll being more than $125,000 a year. A. C. & A. L. Marks were the brokers in the transaction. Stoddard & Mark represented Dr. Paterno in the deal.

Tobacco Merchant in Panama Scandal

Following upon the sensational removal by Colonel Goethals of John Burke recently, who was the official purchasing agent for the Government in the Panama Canal Zone, the United States Grand Jury in New York, returned a number of indictments on last Thursday in which Burke is accused of accepting more than $10,000 in commissions and conspiring with certain agents who sold the Government supplies for use in Panama. Included in the indictments in this case, is one against Jacob Salas, a wealthy tobacco merchant, who has his home in New York at 1944 Madison Avenue, but who does not maintain any office in Manhattan. Mr. Salas is charged in the indictment as having made three payments to Burke totaling $8,200, in order to obtain contracts for furnishing tobacco used in the Canal Zone. Judge Hand, of the Federal Courts, issued a warrant for the arrest of Salas, and the defendant immediately appeared before the Court accompanied by his counsel and surrendered himself. Upon a demand from the United States District Attorney that Mr. Salas was likely to leave the jurisdiction of the Courts, bail was fixed at $10,000, which was furnished. Mr. Salas branded the charges against him as absurd and contends that his dealings with Burke were thoroughly regular. He has never charged more than the regular market price for tobacco, and that furthermore he is still selling tobacco down in the Canal Zone, though Burke has been out of there some six months.

Fred Griffin in Cuba

Fred V. Griffin, of the Griffin-Neuberger Tobacco Company, was a passenger on the "Saratoga," sailing for Havana on Saturday, May 2nd. He was accompanied by Mr. Lederer. This is Mr. Griffin's first trip to Cuba, and reports received from him since his arrival are to the effect that he has met with a royal reception on the island. Before leaving he stated, that this had been the very best year in the history of their business and that the crop in Connecticut had been sold down to the last pound. Mr. Griffin will return home in about a week. The only drawback to his trip was the fact that he would miss the convention of the National Cigar Leaf Tobacco Association in Atlantic City, which gathering he has regularly attended for fourteen years.

A. L. Cuesta Cartooned

A. L. Cuesta's face smiles out at one from amongst the Shriners cartoons of the "Atlanta Journal's" issue of last Sunday. With embellishments about the drawing of the head of the "Truly Spanish House," a line of Shriners coming along the line, smoking Cuesta-Rey cigars and freely declaring it to be "Some Smoke," the picture cleverly cartoons the man.

Mr. Cuesta is pleased with the picture, apparently, for he is smiling all over. Perhaps the reception accorded the Shriners in Atlanta, and the reception they gave the Cuesta-Rey cigars, may account for his good humor.

Singer Creditors Offered 25 Per Cent.

A meeting of the creditors of the L. Singer Cigar Company, of Jersey City, N. J., was held recently, at which an offer of settlement was made by Samuel C. Burstein, head of this jobbing house. Most of the creditors were inclined to accept the 25 per cent. offered in settlement of all claims, but a few object to accepting the offer made.

The L. Singer Cigar Company filed a petition in involuntary bankruptcy a few weeks ago, scheduling liabilities of about $14,000 and assets of about $12,000. At the first meeting of creditors it was said that the liabilities would be larger.

The New "Cado" Cigarette

"Cado"—Fifteen Cents the Pack

This reproduction shows the new 15-cent packing of the Cado Company, who have already established a reputation as makers of excellent cigarettes with their "Fifty-Six" brand.

Wrapper Humidor for Cigarmakers' Tables

The Liberman Manufacturing Company, of Philadelphia, has invented and patented a wrapper humidor that can be attached to cigarmakers' tables. This humidor, it is expected, will effectually do away with the cloths which are pretty generally used to contain wrappers, while in the hands of cigarmakers. One of the chief advantages claimed for the wrapper humidor is absolute sanitation. It keeps wrappers in perfect condition for several weeks at a time. The moisture is regulated so that they are neither too dry nor too moist. Neither can they become streaked or full of fuzz, as generally happens to wrappers when they are rolled up in a cloth that is kept damp for several weeks. Wrappers after being in the humidor for several weeks at a time are in as fine condition as when put in.

Another feature of the wrapper humidor is its saving of labor. The lid of the humidor works automatically, and thus saves the time used in opening and closing a cloth whenever a wrapper is wanted. It also saves the time consumed wetting cloths several times a day. The humidor can be attached to the Liberman Suction Table in place of the old wrapper shelf or any wooden non-suction table in common use in factories.

The Liberman Manufacturing Company offers to send one of the wrapper humidors on trial to any responsible manufacturer.

Liggett & Myers Announce "Picnic" Chewing Gum

The following is the official announcement of Liggett & Myers regarding their arrangements with the William Wrigley, Jr., Company, for a house brand to be known as "Wrigley's Picnic Chewing Gum."

To our Customers:

We have arranged with Wm. Wrigley, Jr., Company to manufacture for us a brand of chewing gum, which will be known as "Wrigley Picnic Chewing Gum," of the very best materials to be had—genuine chicle, genuine peppermint—both of the highest quality.

We solicit your orders for Picnic Chewing Gum, both for stock and for drop shipments. Our price is 55c. per box, subject to trade discounts of 10 per cent. and 5 per cent. deducted from face of invoice, and 2 per cent. discount for cash.

The wrapper from a five-cent package of Wrigley's Picnic Chewing Gum is a whole coupon, and may be assorted with our tags and coupons in securing presents shown in our catalogue.

Each box of Picnic Chewing Gum will count as one pound, and is subject to the same deals that apply on our various brands of tobacco, and may be included with tobacco both in orders for stock and for drop shipments.

Our salesmen will solicit orders for Wrigley's Picnic Chewing Gum from the retail trade along with tobacco in drop shipments and from your stock, and we will appreciate it if you will promptly order a small supply for your stock, so that the orders they take may be filled promptly.

Our salesmen will be instructed under no circumstances to quote a price to the retail trade less than 55c. per box, subject to two per cent. discount for cash.

All orders subject to acceptance by us.

No employee of this company has authority to change this, or any other circular, or any price list or letter of this company.

Very truly yours,
Liggett & Myers Tobacco Company.

Getting Ready for Business

The Towe-Lemons Manufacturing Company, of Cedar Hill, Tenn., a $50,000 corporation recently chartered, has begun to install the machinery in their plant and expect to open for work within the next two weeks. The company will manufacture two types of tobacco sprayers, the invention of Messrs. Towe and Lemons, of Cedar Hill.

Straus & Dean Sell Former Stand

H. Crohn, of Astoria, Ore., recently purchased from Straus & Dean their cigar store at the corner of Twelfth and Commercial Streets. Straus & Dean recently secured the retail stand of Wm. Madison, and so decided to dispose of their former holdings.

New Feature for Demuth Pipe

Wm. Demuth & Co. have introduced a decidedly attractive feature in connection with their line of 50-cent pipes. Each pipe is packed in an individual sealed box, thus preventing the pipe from exposure to dust and dirt, insuring absolute cleanliness.

"Mi Hogar" cigars, E. P. Cordero & Co., are finding quite a demand through the efforts of J. H. Rankin, 117 State Street, Boston.

"Jose Vila," Berriman Brothers, is being featured by Hirsch & Slager, South Main Street, Memphis, Tenn.

Ohio District Shows Decrease

The collections made from the cigar and tobacco manufacturing industry of the First Ohio Internal Revenue District during the month of March, followed up by the month of April, show a considerable decrease compared with the corresponding month last year. A comparison of the figures representing the production of cigars and tobacco for the expired portions of both the current fiscal and calendar year also reveals the fact that neither branch of the industry is as active as it was a year ago. A good many of the manufacturers are optimistic as to the future, but manifest considerable anxiety over the Mexican situation and the possibility of a war tax being saddled upon their products, which, in view of the prevailing industrial conditions, would not be conducive to a rapid expansion of trade in the immediate future.

The total collections from all sources on tobacco in the First Ohio District during the month of April, 1914, was $257,583.45, as contrasted with $273,234.82 the corresponding month last year, making a decrease of $15,651.37, or six per cent.. The total collections for the expired ten months of the current fiscal year amounted to $2,452,936.42, as against $2,630,399.49 the corresponding period of the last fiscal year, making a decrease of seven per cent.

During the month of April there were produced 14,281,-647 cigars, which was a decrease of 210,679, or two per cent. The production of smoking and chewing tobacco totaled 2,684,229 pounds, an increase of 62,351 pounds, or a little more than two per cent. Manufacturers of smoking and chewing tobacco may derive satisfaction from the fact that the April production was the largest of any single month since June, 1913, affording some ground at least for the hope of a better showing for the industry as a whole before the calendar year has expired.

Cyclone Damages Wisconsin Crops

The prospects for increasing the acreage of the 1914 tobacco crop in Wisconsin, are again handicapped by a disastrous tornado, which swept across the southern part of Dane County Monday morning, through the very heart of the large tobacco growing sections of the State, demolishing curing sheds that will be hard to replace the present season. Probably not less than 300 or 400 sheds have been razed, broken and reduced to kindling, involving a loss running close up to half a million dollars. Aside from the pecuniary loss the growers have sustained, they can neither secure the help, nor devote the time to repairing all the damage before a new crop can be raised. Some intended acreage must be reduced.

"Camel" Cigarettes in Buffalo

J. H. Flynn, of the R. J. Reynolds Tobacco Company, has been busy in Buffalo lately spreading the good news of "Camel" cigarettes. The California Shriners who were in Buffalo recently were the recipients of samples of this new cigarette. The camel is part of the lodge's insignia, and the distribution proved quite appropriate. Mr. Flynn's work is being effectively backed up by extensive newspaper advertising.

Hoffman Brothers Make Big Purchase

One of the biggest shipments of York County leaf tobacco made from York, Pa., for some time, was recently loaded at the Northern Central Railway freight warehouse and shipped to Bainbridge, Lancaster County. Hoffman Brothers, of Bainbridge, are named as the purchasers of the shipment, which included two carloads amounting to about 50,000 pounds.

A Liggett & Myers Booster

B. C. STONE

Herewith is presented a picture of B. C. Stone, who represents Liggett & Myers, and who has recently been giving Pittsburgh a good argument on "Velvet" and "Tam-Tam" cigarette papers. This healthy young man is quite popular in the "Smoky City," and has secured some very satisfactory results for his firm.

Western Pennsylvania has taken very kindly to the products of Liggett & Myers, and Mr. Stone usually has a busy time wherever he goes.

"Velvet" has been making quite a hit in this section and his order book has been well filled with many duplicate orders.

From Cigar Clerk to Speedway Pilot

From cigar clerk to contender on the speedway for the largest purse ever offered for an automobile race is a record of which Arthur Klein, youthful pilot of the King car in the Indianapolis speedway race, is very proud, relates Edwin M. Stone, King dealer Toledo, O. From handing out two-fors to competing for a share of the $50,000 purse in the greatest race of the ages, is a long jump. Young Klein, for he is young and in fact the most youthful of the sixty drivers who will take part in the race, always liked machinery and motors fascinated him. He attended college, and after leaving school took a position with the Peerless Motor Car Company, Cleveland, where he became road tester. This was his first racing experience. Since he has risen rapidly.

Pastor Won't Cease Use of Tobacco

The Congregational Church at Portland, Ind., will accept the resignation of the Rev. G. M. Griffiths, of Akron, O., who only a few months ago accepted the pastorate. Mr. Griffiths has returned to Akron.

He left the Portland church, it is reported, because members waited on him recently, urging him to cease the use of tobacco, which he declined to do.

William C. Hiles

William C. Hiles, a well-known tobacco man, died recently at his home, 608 Philadelphia Street, Cincinnati, O., after a lingering illness. Mr. Hiles had been an inspector on the brakes in Cincinnati for many years, and was probably one of the best-known men in Kenton County. He is survived by his wife, four daughters and one son.

Monument to Founder of Ybor City

TO commemorate the memory of V. Martinez Ybor, the man for whom Ybor City was named, and who founded the great Havana cigar busines in that place, there is a movement on foot to erect a statue to him in some place in Ybor City district, to be selected by City Councils.

V. Martinez Ybor was a native of Valencia, Spain, and later went to Cuba where, at the age of seventeen, he was in business as a commission merchant. In 1853 he started in the manufacture of cigars, with a small factory in Havana. There Ybor cigars were manufactured, up to the Ten-Year War, which broke out in 1868. The year before he had moved to Key West and opened his factory there. It was Mr. Ybor who "boomed" Key West as a center for the manufacture of cigars. After the big fire in Key West, Mr. Ybor came to Tampa and started a factory there.

When the new factory was built and moved into V. Martinez Ybor & Co. was organized, Mr. Ybor taking in with him his eldest son, Edward Martinez Ybor, and also Edward Manrara, who had started out as a clerk in one of the early Ybor factories. At the death of Edward Ybor the company was reorganized and became the V. Martinez Ybor & Manrara Company.

Mr. Ybor had many other business associations, and was the founder of the Florida Brewing Company, the Ybor City Land and Improvement Company and of the original street railway here, which operated with steam locomotives —"dummy" engines they were called. He died in 1896, at the age of seventy-eight years.

It is proposed by those who are back of this movement, and they are among the prominent business men of Ybor City, to build this statute by public subscription plans for the collection of which will be made shortly. The City Council has endorsed the movement, and when the proper time comes, will also aid in the selection of a suitable place for its erection.

The movement is along the lines of the city beautiful idea, those who started it being of the opinion that one of the best ways to bring about a city beautiful is to have statues to the memory of those who were the first to aid in the upbuilding of the city of Tampa.

American Tobacco Company Shows Increase

The American Tobacco Company has shown a big increase in business in all departments during the first four months of 1914. Cigarette sales increased 20 per cent. in January and February, and March and April also showed a large gain.

On March 1, the company received 27½ per cent. in dividends in the final windup of its holdings in the Imperial Tobacco Company, which amounted to $500,000. Even without this, it is expected that the company will do better in 1914 than in 1913 when it earned over 28 per cent. on the common, on which 20 per cent. is now being paid.

The three year period during which the original twenty-nine defendants in the tobacco dissolution case are forbidden to increase their holdings, will expire in November and this is expected to have some effect on the market prices of the shares of the largest money earners of the former combination.

Russia's tobacco acreage was appreciably reduced, owing to the increasing value of land and the greater wages of labor and the low prices brought by the tobacco when produced.

Recent Incorporations

Dearborn Tobacco Warehouse Company, of Dearborn, Platte County, Mo. Capital, $10,000. Incorporators: E. B. Shannon, A. C. Hull and Benton Gabbert.

The Key West-Havana Cigar Company, Kissimmee, Osceola County, Fla. Capital, $10,000. Incorporators: J. D. Woodbeck, Ethel Gilbert and W. A. Smith.

Davis, Sherk & Mason Cigar Company, Reading, Pa. Capital, $50,000.

The Sobo Cigar Company, Philadelphia, Pa. Incorporators: Jacob Rosenfeld, Irvin Labe and Gabriel Lang.

The Carolina Cigar Company, Greensboro, has filed certificate of incorporation, with capital of $10,000 authorized. L. C. E. and L. E. Free, for a cigar store at 115 West Market Street.

The Automatic Magazine Cigarette Box Company, Chicago, Ill. Capital, $5,000. Incorporators: Jacob R. Custer, John M. Cameron and Timothy F. Mullen.

The Mid Continent Cigar Company, Tulsa, Okla. Capital, $5,000. Incorporators: George A. Masters, James W. Small and John H. Small.

The Hygienic Cigar Company, Milwaukee, Wis. Capital, $3,000. Incorporators: L. Drewson, A. M. Kegel and W. A. Egloff.

The John A. Lorimer Company, Chicago, Ill. Capital, $5,000. Incorporators: John A. Lorimer, George B. Crites, Ida Lorimer and George Crites.

The F. Buxbaum Company, Chicago, Ill. To deal in cigars, etc. Capital, $2,500. Incorporators: Israel Cohen, George M. Simons and David Froelich.

The National Cigar Stands Company, Boston, Mass. Capital, $350,000. Incorporators: Joseph Lirio and others.

The Sapulpa Cigar Manufacturing Company, Sapulpa, Okla. Capital, $5,000. Incorporators: M. Weller, Horace Wilson and W. Baker.

Riker-Hegeman Board to Meet May 20th

A meeting of the Riker & Hegeman Corporation will be held on the twentieth, when the new members representing the Whelan interests, will go on the board of directors. It is expected that an announcement will be made regarding stock distribution and possibly announcement will be made of the purchase of coupons from the recently formed United Profit-Sharing Coupon Company.

E. C. Berriman Coming to New York

E. C. Berriman, of Berriman Brothers, the "Jose Vila" makers, who has been calling on the Pacific Coast trade, is now on his way East, and will reach New York shortly. The "Jose Vila" cigar has been going along nicely in the Far West, and the general trade has been up to expectations. Last week the New York Berriman offices were moved to the third floor of the building they have been in, at 1170 Broadway.

LEAF HELD BY MANUFACTURERS AND DEALERS ON APRIL 1, 1914

(*Continued from Page 15*)

712,252,744 and 396,520,908 pounds, respectively, and in the 1,359,252,597 pounds for April 1, 1913, 825,350,781 and 533,901,816 pounds, respectively. Allowance should be made for shrinkage on the amounts for which "marked weight" was reported in order to ascertain the actual weight.

(2) The 62,259,478 pounds of imported tobacco shown for April 1, 1914, the 55,721,559 pounds for October 1, 1913, and the 51,762,509 pounds for April 1, 1913, include the total amounts reported by the Bureau of Foreign and Domestic Commerce as remaining in bonded warehouses April 1, 1914, and October 1 and April 1, 1913, plus the imported tobacco withdrawn from bond and held by dealers and manufacturers of the class covered by the law.

Trade Jottings

John W. Merriam, of John W. Merriam & Co., is expected home shortly after an extended trip through the Middle West.

The cigar stand of J. R. Corey, Fairbury, Neb., has recently been sold to Ed Chambers.

Edward McCann has purchased the Brunswick cigar and billiard store on North Main Street, Kenton, O., from Glenn Brothers.

"Tuval," the clear Havana product of Marcelino Perez & Company, is holding its own, it being stated at the factory that orders are arriving from a number of points throughout the country.

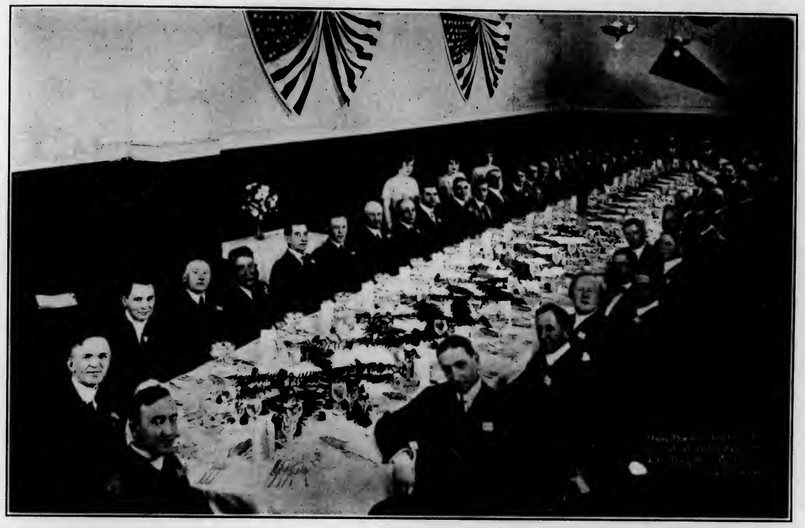
Charles Winkelman has connected with Bilbin Brothers and will boost the company's "Elisardo" brand. Mr. Winkelman is at the present time assisting Ed Sachs in the Middle West and will look after certain territories for the company.

Edward C. Berriman, of Berriman Brothers, is at the present time making his headquarters at the Imperial Hotel, Portland, Ore. Mr. Berriman plans to spend some time in Portland territory in the interests of the magnetic "Jose Vilas."

In addition to meeting with much success in the introduction of the Cado Company's new fifteen-cent brand of cigarettes in Cincinnati territory, where he spent a few days, Willis A. Andrus, of the Cado Company, also succeeded in listing some orders on the popular "56," which is well liked in Cincinnati.

"Whip" and "Queed" smoking tobaccos, Patterson Brothers Tobacco Company, Richmond, Va., are being shown in Boston, through the company's New England agent, E. E. Steeves. The larger packings are being shown in a new patented pottery, self-moistening humidor.

Paying Tribute to "Don Remo" in Los Angeles



"Don Remo" banquet, held April 25th at the Hollenbeck Hotel, Los Angeles, Cal., H. W. Hoyt and Joseph Goldsmith tendering this affair to the salesmen of M. A. Newmark & Co., representing A. Davis' Sons & Co., and the "Don Remo" cigar.

Standing at the side are the Misses Anderson, Rogers and Arling, who furnished the evening of entertainment with jolly song numbers.

Los Angeles, Cal., April 27, 1914.

ON April 25th was held the banquet tendered the salesmen of M. A. Newmark & Co. Messrs. Hoyt and Goldsmith had charge of the affair and, to their credit, it must be stated they conducted the banquet in an orderly and tactful manner. Not one was present last night who left the banquet room of the Hollenbeck Hotel but who had his fill of the best of "eats," drinks and smokes.

J. W. Hoyt, representing A. Davis' Sons & Company, of Cincinnati, O., manufacturers of the "Don Remo" and "J. B." cigars, handled by Newmark & Company in this territory, gave this banquet, together with Joseph Goldsmith, representing M. A. Newmark, & Company, in appreciation of all that the salesmen of the house of "Newmark" have done for the "Don Remo" cigar.

Mr. Hoyt answered calls for a speech by giving a resume of the work done on "Don Remo" since he came to the coast and commented on the spirit of the men present. He had nothing but praise for the men who have put "Don Remo" to the front in such a short while.

Joseph Goldsmith responded, saying: "The success of the 'Don Remo' cigar up to this time can be attributed to the splendid sales force of the company of 'Newmark.' I propose that we use as our slogan the words, 'Two Million "Don Remos" in 1915.'"

The following telegram was received by Mr. Hoyt from Allen Davis while the latter was in New York on business. It was read amid hurrahs and cheers for A. Davis & Company:

"Extend my greeting to our friends. I am with them in spirit, tell them. It's our aim to merit the confidence and co-operation of the house of Newmark. May each of those gathered know that we mean to affiliate with them. Accept and offer my sincere best wishes.

Allen Davis.

Herbert Flatau spoke in regard to the credit allowed M. A. Newmark & Company by A. Davis' Sons & Company, as regards to "Don Remo" cigars. He made a most favorable impression on those present.

The following is the letter of greeting to the House of M. A. Newmark & Company received prior to the banquet tendered the firm by Messrs. Hoyt and Goldsmith:

Cincinnati, O., April 15, 1914.

Greetings to the House of M. A. Newmark & Co.

Gentlemen:

The makers of "Don Remo" regret that they are not present on the significant and happy occasion of this gathering.

This gathering in honor and for the fame of "Don Remo" is important. We hope it will establish new friendships and strengthen old ones. It represents for us the expression of the centralized-condensed purpose of the selling of the most influential and best-known institution in Southern California.

Do you realize that the house of M. A. Newmark & Company has grown to the proportions of an *institution?*

It is known in every hamlet, village and city, which for hundreds of miles in every direction looks to Los Angeles, metropolis of fashion, progress and commerce—for the foremost products of the times! Therefore those of you who are calling on the trade for M. A. Newmark & Company—daily—represent—(consciously or unconsciously) the weight and influence which the name of M. A. Newmark & Company carries *with* it—for every merchant and tradesman within the broad scope of Los Angeles' trade circles.

With this vast advantage at the outset, it remains with each of you personally, to put the force and vigor into the work of presenting the wares of your firm! This would especially apply to those articles and brands of goods which are *controlled* by your concern.

To properly present an article—it is necessary to *talk* it—eloquently—often—always—and with the knowledge that the experience and judgment of your concern is *back* of it!

Work on the basis that *"If it comes from the house of Newmark—it must be right!"*

Here's where we come face to face with *"Don Remo,"* a cigar—"in a class—separate," with *our guarantee* and *your firm's endorsement* back of it! We ask you to do your important share in making this the most prominent—best selling cigar on the broad face of that God-favored land of sunshine and prosperity—wherever you travel. "Don Remo" has the *quality*, you have the *ability* and we ask you to make this a *personal issue* to sell "Don Remo" and to talk it!

"He who has goods to sell, and goes and whispers down a well,
Is not so apt to reap the dollars, as he who climbs a tree and hollers."

Through our esteemed representative, Mr. Hoyt, we express our appreciation and kind regards to each of you—and we thank you in advance for the "Don Remo" sales totals, which we hope will be matters of proud record and history sixty days hence.

Yours,

A. Davis' Sons & Company.

(*Continued on Page 30*)

Cigar Department of G. & R. McMillan, Detroit

This department is owned by Bert Johnson, one of the "livest wires" in the Automobile City. He can be identified in the accompanying photograph by the big smile—that's Bert. In the foreground, Al Neff, his faithful clerk, is also showing the effects of good business.

Chicago

Retailers Think Business Good—Jobbers Find Season Backward—Chicago to Be as Dry "As the Hinges of Kingdom Come" is Prediction—J. G. Davis Advertising "Tom Keene"

CHICAGO, ILL., May 11, 1914.

WHILE the cigar and tobacco business has not escaped in a measure the general depression which has existed in all lines here during the past few weeks, nevertheless few complaints are heard among the trade, and some of the retailers have gone so far as to say that they have had one of the best trades in many years during the spring season. With summer on the threshold, and with the amusement parks opening and the baseball and vacation seasons near at hand, the retailers feel that they need not have any fear as to the future. Jobbers have been booking the usual number of orders for this time of the year. In fact, if it were not for the unfortunate labor situation in this territory it would be safe to say that conditions are a little better than normal.

While the labor trouble does not exist in the trade, the unrest which is created in labor circles is bad for business. In the first place 125,000 bricklayers are now out on a strike, and at the present time it does not look as if any permanent settlement was in sight. In addition to the bricklayers, a determined strike has been made by the waitresses of the leading restaurants of the city. While at first this strike was regarded with some amusement by the public, a more accurate knowledge of the conditions under which the girls allege they must work has resulted in a wide-spread boycott of the restaurants which have fallen under the displeasure of the girls. Girl pickets, carrying the American flag over the shoulder, take turns in parading in front of the restaurants, and there is no question but that the public for the most part believes that they ought to be granted the few modest demands which they are making of the proprietors.

Of course all this is bad for the cigar business. A place like Henrici's, which is one of the storm centers of the strike, sells many thousands of high-grade imported and domestic cigars a month. Trouble of this sort means that the number of cigars sold is much less than under normal conditions. Orders are not placed with the jobbers and thus business is made dull all along the line back to the leaf man.

While troubles in the city during the past few weeks have done some harm to the trade, other troubles which were not so closely limited have been making for slow trade in the smaller towns of the Middle West. Local option has almost eliminated the saloon from the countryside. The writer saw a wet and dry map of Illinois the other day, and was surprised to find what a small portion of the state remained wet. With the exception of Peoria, East St. Louis and one or two other points besides Chicago, the entire map showed dry.

"In five years," said a prominent liquor dealer of this city, "Chicago will be as dry as the hinges on the gates of kingdom come."

One of the other things which has worked against the jobbers of cigars during the past month has been the fact that license time has just passed. Forking out $500 in license money, for which no return other than a neatly engraving scroll bearing the picture of the City Hall is received, does not tend to make the saloon men order cigars until they are quite certain that the last box has been sold.

J. G. Davis & Company, distributors for Bondy & Lederer, with "Tom Keene" cigar as a leader, are using a successful advertising campaign in the Middle West, according to Mr. Davis. Sitting in the office of the company in the Masonic Temple, Mr. Davis told the details of the plan. The road salesmen of the company work in crews. Prior to the time that they enter a town a gigantic advertising campaign is started in that immediate vicinity. Newspapers, billboards, hand bills and every other form of publicity is used. In this manner when the sales force enters a town the merchants, as well as the people, are prepared to investigate "Tom Keene" cigars. Mr. Davis as an advertiser has much of the "keenness" which distinguished Colonel Davis, his father, who was formerly connected with the business and who was said in his day to be one of the best advertising men when it came to cigars who ever conducted a business in this city.

The property at the northeast corner of North Clark and Maple Streets, for many years owned and occupied by Liggett & Myers as a tobacco factory, has been leased for ninety-nine years at a net annual ground rent of $2000. Capitalized on a five per cent. basis this gives a leasing value of $40,000, which is at the rate of a little over $615 a front foot. Since being vacated by Liggett & Myers the factory has been occupied by the Enterprise Broom Works. The place is well known to most of the tobacco men of Chicago and is a land mark on the north side.

Frank Cowley, formerly with the Ruhsstrat-Cowley Company, and manager of the cigar department of Franklin MacVeagh & Company, has gone with Grommes & Elston as a city salesman.

The cigar concession for White City, one of the largest and most popular summer resorts in the city, has been obtained by I. B. Berger and E. O. Daitch. Both are experienced more or less in the cigar business, and if the weather is seasonable expect to make a big thing of their chance. White City opens this week.

William A. Vorhauer & Company is the name of a new Chicago jobbing house which has been established at 206 West Randolph Street. The firm will distribute the goods of the Bolano factory. Among other brands which will be handled by the house are "Lucia y Elgardo," which is also made by the Bolano factory, and the "Royal Banner," a Detroit product. The company will start business with the following experienced sales force: F. C. Vorhauer, Fred Brunton, E. H. Lee and F. B. Schrader.

Joe Wertheim, of E. M. Schwartz & Company, made a flying visit to Chicago last week. Albert Korn, representing S. H. Furgatch, was also a visiting cigar man.

"Business has been fair among the leaf men of the city from all I have heard," said William Taussig, prominent Chicago leaf man. "Collections from the country are good and I look for a fair volume of business this summer, as the manufacturers are buying wisely, if not as heavily, as some of us might wish."

G. W. WHITCOMB.

Saginaw Cigar Company Elect Directors

At a meeting of the Saginaw Cigar Company, Saginaw, Mich., recently, directors were elected as follows: C. E. Lown, Peter Beck, William J. Mertz, William F. Hemmeter, S. S. Novak, George Petre, Henry Steller, Joseph L. Weigl and Edwin Kersten. The directors elected the following officers: President, C. E. Lown; vice-president, William J. Merz; secretary, Edwin Kersten; treasurer, Peter Beck.

Terry & Duncan Boosting "Savarona" Cigars

TERRY & DUNCAN, Philadelphia distributors of "Savarona" cigars, are giving the patrons of that brand an opportunity to become better acquainted with that likeable bit of Porto Rican goods and are distributing that splendidly illustrated brochure called "Scenes in Savorona Land." This booklet has been prepared and printed by the Cayey-Caguas Tobacco Company for the purpose of educating the consumer in regard to "Savorona" cigars. Everything that has any bearing on the manufacture of this cigar, from the growing of the weed to the inspection of the goods before shipment, is illustrated or described in this book.

It is needless to say that Terry & Duncan are doing nicely with the brand.

J. G. Atherholt to Open New Store

J. G. Atherholt, formerly at 111 South Broad Street, has announced that he will shortly open a cigar store at 223½ South Broad Street, occupation of these quarters being delayed by renovation work and the installation of new fixtures.

Following the plan which made the former stand a success, Mr. Atherholt will stock all the well-known brands of clear Havana houses, as well as Tampa and Key West goods. Popular brands of Philadelphia-made goods will also receive careful attention.

Yahn & McDonnell Take on "Garcia Grande"

The distribution of the "Garcia Grande," manufactured by J. Klorfeim, 45 Fulton Street, New York, has recently been acquired by Yahn & McDonnell. This cigar is a newcomer in the local market and is making a strong bid for recognition among the smokers of mild Havana cigars. Yahn & McDonnell are carrying it in four sizes.

Victor Lopez is covering the New England and Atlantic Coast territory for the manufacturers.

Acker Selling Gene-Vall "Cubans"

The Gene-Vall Cigar Company, Inc., 801 Third Avenue, New York City, have placed their well-known "Cubans" in the Acker stores in Philadelphia.

This is a nickel cigar of Havana seconds and has won considerable attention for the cheaper grade of smokes.

That the "Alona," also the product of the firm, is continuing in demand is evidenced by the case display which the Twelfth and Chestnut Streets store is making on the brand, under the direction of J. Durbin Acker.

Philadelphia Notes

Albert Falk, of the Falk Tobacco Company, was looking after the interests of that company in Philadelphia last week.

Henry Reisenberg, who is travelling through Wisconsin and Illinois in the interest of "Bold" cigars, is receiving many duplicate orders.

Isadore Mayer, representing the brands of Jeitles & Blumenthal, started West on his regular trip on May 6th. His first stop was Peoria, Ill.

Sidney Kane was in Philadelphia this week with the well-known smile of E. Regensburg & Sons, and did splendid business on the "American," and other brands of the firm.

"Statesmen" cigars, made by Jeitles & Blumenthal, are duplicating nicely and jobbers are taking them on in good quantities.

W. P. Bushell, the Jose Lovera representative, left Philadelphia on May 12th for a trip through the South. The smoke that will receive the greater portion of attention is the "Banderos," a clear Havana cheroot.

A splendid demonstration on "Strafford" cigars, manufactured by the El Draco Cigar Company, appeared in a window of the Rumsey-Borel Drug Company, Fifty-second and Market Streets, last week. The display was very attractively gotten up and as a result drew a large crowd of admirers.

L. M. Waters, who is at present in the Middle West, is blazing a trail for "Bold" cigars that establishes a record for him in that territory. His orders show a big increase over his previous trips, and from the size of those which have come to the factory this week there is every indication that business is taking a decided turn for the better.

E. G. Walthall, representing the El Draco Cigar Company, is at present in St. Louis doing missionary work for the Myers Brothers Drug Company, on the "Stratford" brand. Business in Missouri is moving nicely and a good increase is expected as a result of the efforts now being put forth by Mr. Walthall.

CIGAR LEAF ASSOCIATION VOTES TO FIGHT BONDED STAMP RULING

(Continued from page 15)

the purpose of obtaining relief if the manufacturers will take some action in providing for meeting and propaganda in those sections where the industry is affected. The resolution in part will be found elsewhere.

Mr. Mendelsohn spoke at some length in support of his resolution, and after some debate it was carried.

The next matter taken up by the convention was a resolution indorsing the Underwood Anti-Coupon Bill which has recently been shelved by the Ways and Means Committee in Washington. The resolution was adopted and a committee appointed to take charge of the matter.

On Tuesday the delegates considered a resolution relating to the distribution of free tobacco seeds by the government authorities. This provided that the government authorities be requested not to distribute tobacco seeds except of strains of approved types acceptable to packers and leaf dealers of the particular section in question. This was amended to include cigar manufacturers as well and was passed. An amendment to include growers failed.

John R. Young took the floor in regard to a ruling of the Internal Revenue Department requiring that all leaf tobacco sold by one dealer to another should be in quantities of not less than a bale, case or hogshead and that the factory number of a purchaser who was a manufacturer should be entered in the record book, as well as his post-office address. Mr. Young explained that the attempt to enforce this ruling led to the organization of the National Leaf Association sixteen years ago. Mr. Young further stated that there was no warrant of law for this ruling. Felix Eckerson explained that the portion of the ruling relating to the minimum amount of tobacco that could be transferred at a sale had been rescinded. The Association went on record as opposed to the original ruling as the strict enforcement of the same would prevent the use of samples in making sales.

Charles Fox next outlined a plan for the securing of new members for the Association. The report which he presented and which follows was adopted.

"We recommend that the country be divided into territories by selecting a number of the principal cities and constituting these the central points of a territory within a convenient radius of same. To explain, select, for example, Boston, Hartford, New York, Philadelphia, Lancaster, Baltimore, Cincinnati, Dayton and others. Appoint one man for each of these territories, said man to be selected by the president from members of this association, preferably such as will volunteer their services, and said appointee shall have the power of naming assistants.

"It shall be the duty of these representatives or committees to call upon the leaf dealers, tobacco growers and packers in their respective territories, also upon cigar manufacturers who have a leaf dealer's license, and endeavor to prevail upon them to become members of the National Association.

"All legitimate expenses of the committees or representatives to be paid out of the funds of the National Association.

"In such cities or territories where a local leaf organization exists it should be the endeavor of the committee or representative to induce said organization to affiliate with the National Association.

"Where a territory embraces a sufficient number of dealers, packers or growers to warrant same, it shall be the endeavor of the committee to induce these dealers, packers and growers to form a local organization and have such local organization affiliate with the National Association.

"Whenever it is not possible to induce a local organization to affiliate with the National Association, then it shall be the endeavor of the committee to induce as many individuals as possible to become members of the National Association.

"We further recommend that the membership committee be the central committee, to the chairman of which all local committees shall make reports and to whom all accounts for expenses incurred shall be submitted for audit and order for payment.

"The membership committee shall also be empowered to, in their judgment and discretion, inaugurate a publicity campaign."

The following officers were elected for the ensuing year:

Charles Fox, president; S. Major Newburg, vice-president; Joseph Mendelsohn, secretary, and George Berger, treasurer.

The delegates accepted the invitation of Dayton, O., to hold the next convention in that city.

Following is the list of officers and delegates and alternates present:

OFFICERS.

President, Aaron B. Hess, Lancaster; Vice-President, Fred B. Griffin, North Bloomfield, Conn.; Treasurer, Ferd Cranz, New York; Secretary, Chas. Emory Long, Lancaster.

Directors (One Year)—Benno Neuberger, New York; M. L. Floyd, Hartford, Conn; A. W. Gieske, Baltimore; Geo. M. Berger, Cincinnati; J. Goldberg, Lancaster; J. Vetterlein, Philadelphia.

Directors (Two Years)—Carl W. Wobbe, New York; F. W. Miller, Cincinnati; L. A. Wheeler, Troy, O.; S. Jaskulek, Cleveland; C. J. Joel, Boston; I. H. Weaver, Lancaster.

NEW YORK.

Delegates—Jos. F. Cullman, Jr., W. S. Brill, Louis Leopold, Moritz Neuberger, Chas. Fox, F. M. Dolbeer, L. Schmid, Ernest Ellinger, Jos. Mendelsohn, Morris Rosenberg, Julius Lichtenstein.

Alternates—H. Rothenberg, Alfred I. Mendelsohn, M. Samuels, Julius Marqusee.

LANCASTER.

Delegates—M. Rosenthal, I. H. Weaver, J. F. Heiland, M. H. Rauck.

Alternates—J. H. Hoover, John Nissly, Eli Nissly, Benj. Hoffman.

PHILADELPHIA.

Delegates—F. Eckerson, S. Weinberg, J. R. Young.

Alternates—W. H. Dohan, L. Loeb, W. P. Gotwalts.

HARTFORD.

Delegates—B. L. Haas, J. E. Sheppard, Geo. Mitchelson.

Alternates—A. A. Olds, E. A. Hathaway, S. A. Fassler.

CINCINNATI.

Delegate—Geo. M. Berger.

Alternate—F. W. Miller.

BOSTON.

Delegate—A. W. Kaffenburgh.

Alternate—C. J. Joel.

DAYTON.

Delegate—W. J. Lukaswitz.

Alternate—M. E. Stern.

ELMIRA.

Delegate—J. H. Brand.

Alternate—Frank Inksater.

HAMILTON, O.

Delegate—S. Major Newburgh.

WAREHOUSE POINT, CONN.

Delegate—L. L. Grotta.

ALBANY, N. Y.

Delegate—I. M. Strasser.

The preamble and resolution in regard to the Bonded Stamp controversy, prepared by Joseph Mendelsohn, in part follows:

To The National Cigar Leaf Tobacco Association, Greetings:

The law governing the manufacture of cigars in bond with regard to the label reads as follows:

. . . "and the boxes or packages containing such cigars shall be stamped to indicate their character, origin of tobacco from which made, and place of manufacture."

Character is a quality applied both to persons and things. A suit of clothes made by a Fifth Avenue tailor does not make a gentleman out of a loafer, any more than a suit from the Bowery can make a loafer out of a gentleman.

One has to come in contact with man to judge his character, his quality, and one has to taste or eat a meal before judging its quality.

So it is with the cigars. The character of a cigar can only be determined by the smoking of it: where it was made or how it was made is not the determining factor. The origin of its material establishes its character whether made good, bad or indifferent, according to the conception of the smoker. It seems, therefore, clear that the intent of the law, reading its character and origin, should be taken as one and the same thing.

To define on the bond label anything else but the fact that cigars are made of tobaccos from one country is a violation of the law and should not be tolerated.

The entire creation of the bonded factory was an unnecessary measure. Manufacturers have in their label and trade-mark laws sufficient protection against the imposters, and furthermore, it works a hardship on such manufacturers who neither have the buildings or means to comply with the requirements as imposed by the government. It furthermore stigmatizes manufacturers who really make genuine clear Havana cigars with a cloak of doubt in their honesty if they do not bond their factories. While, on the other hand, it gives the unscrupulous manufacturer who bonds his factory a chance to work off on the unsophisticated public a cigar made of the most inferior tobaccos cloaked and protected by the patent given it by the bonded stamps.

(Continued on Next Page)

In view of all these facts, we are unalterably opposed to the proposition that labels assigned to bonded factories should carry any other notice than that the cigars are made in bond and contain tobacco from one country only, and shall neither in wording or color of label indicate that the cigars were made by various methods of workmanship.

Be it Resolved, That this association will give its moral and material support to the manufacturers who may see fit to make the proper presentations and protests before the administration at Washington, and furthermore

Be it Resolved, That a committee of three, appointed by the chair, shall have power to confer and act with a committee of the manufacturers. Furthermore

Be it Resolved, That this association set aside a sum, not exceeding $1000, for the purpose of obtaining the desired relief, providing the manufacturers interested will take the initiative in providing for the necessary meetings and propaganda in all sections where their industry is affected by this legislation. Furthermore

Be it Resolved, That a copy of these resolutions be sent to the proper authorities in Washington and be published in the trade papers, and also be sent to as many manufacturers as the committee to be appointed may deem advisable.

Respectfully submitted,

JOSEPH MENDELSOHN.

The opening address of President Hess follows:

The National Cigar Leaf Tobacco Association has completed the sixteenth year of its history, and here within the sound of the tireless waves of the Atlantic we are again assembled in annual convention. The experience of our organization during the sixteen years was not unlike the restless deep. There have been times when the tranquility of our organization has been rent and torn by fierce storms of earnest agitation, as honest opinions differed on issues that confronted us. There were times when the sky was dark and when ominous clouds hung low on the horizon, as waves of greed and avarice and acts inspired by motives that were not well supported by the principle of the golden rule seemed to threaten the industry we have the honor to represent. We have passed through severe storms and heavy seas, but not without profit. It was during these trying times that there arose from among the crew of our membership heroes, who sprang eagerly into the conflict and gave cheerfully of their energy and their substance, and strove valiantly to do their part in carrying our craft through the troubled waters into the harbor of a larger industrial freedom and a broader conception of the general good. It was during these times, when our membership stood shoulder to shoulder, that we became solidly welded into a bond of fellowship that should and does insure a long and prosperous future for the National Cigar Leaf Tobacco Association.

Then again there have been times when we have settled down like the sea, when storms are o'er, when each one is busied following the path of his own business. The past year has been one of that kind. There have been no great new issues confronting us and we have all been absorbed with the affairs of our individual business. Still there are many issues that we can discuss with profit during the sessions of this convention.

In our deliberations of the past the tariff has played so important a part that it seems natural to look to it to find a topic of interest. You will recall that when we assembled here one year ago the Underwood Tariff Bill had passed the National House of Representatives and was referred to the Senate for its concurrence. You will recall that in the report of your officers at that time attention was called to a section in that bill, which provided that all articles, the growth or product of or manufactured in the Philippine Islands from materials, the growth or product of the Philippine Islands or of the United States or of both, or which do not contain foreign materials to the value of more than fifty per cent. of their total value or twenty per cent. in case of manufactures of tobacco, shall hereafter be admitted free of duty. You will recall that after an exhaustive discussion we adopted a resolution embodying a vigorous protest against the passage of this provision as embodied in paragraph C of section IV of the tariff bill. You doubtless know that in spite of our protest the bill was passed with this provision in it, and the following figures show clearly the wisdom of our position taken one year ago. They should serve to maintain our vigilance in endeavoring to have the provision sighted above repealed or modified whenever an opportunity is afforded. In 1910 there were imported into the United States from the Philippine Islands 82,470,300 cigars. You will recall that this was under the Act of 1909, and the cigars were made from Philippine tobacco, which did not appeal to the taste of the American smoker. As a result of which the importation of Philippine cigars during the following year of 1911 decreased to 44,219,470, a decrease of more than eighty per cent. During the year 1912 the importers of Philippine cigars managed to increase the importation by improving the cigar to 63,852,600. During the year 1913 we find that the importations increased to 123,014,110, or nearly three times the amount that were imported during the year 1911. This is still a small quantity, as compared with the entire amount consumed in the United States, but with the privilege of using tobacco grown in the United States and a proportion of tobacco grown outside of either the Philippine Islands or the United States and with the advantage in labor offered in the Philippine Islands these importations are likely to increase to such an extent as to seriously interfere with both American labor and the business of our membership, and the issue is by no means a dead one. I leave it to the good judgment of this convention to take such action as they think proper.

Another issue that has been inherited from a preceding year is that of leaving a tax on tobacco coupons and on gifts accompanying the sale of tobacco products. At our convention one year ago we passed a resolution indorsing such legislation. On April 23, 1914, a bill was introduced by Mr. Underwood in the National House of Representatives. The title of this bill is:

"A bill to levy a tax on tobacco coupons and on gifts accompanying the sale of tobacco products, and to prohibit the inclusion of certain articles in tobacco packages."

This bill was referred to the Committee on Ways and Means, who accorded all parties interested a hearing, subsequent to which it was referred to a sub-committee. The sub-committee reported it back to the committee with a favorable recommendation. But on April 28th, by vote of ten to seven, the committee postponed further consideration of the bill until the next session of Congress, which begins in December and terminates on March 4, 1915. This was a complete surprise and a disappointment to the many friends of the bill, who hoped that it would be reported to the House with a favorable recommendation without further delay. This need not deter this convention from taking aggressive action in its support and I submit it to you for your consideration.

On February 12, 1914, Mr. Stevens, of New Hampshire, introduced a bill to prevent discrimination in prices and to provide for publicity of prices to dealers and to the public. This bill is intended to permit a manufacturer to prescribe the price at which goods manufactured by him under a trade name or trade-mark shall be sold. It has provoked wide discussion. I believe it to be a measure of more than ordinary importance to the cigar and leaf trade; in fact, I believe that if this bill is enacted into law it will result in greater benefit than any legislation of recent introduction and I submit it to you for your consideration.

I also submit for your consideration a suggestion in reference to the reports of stock on hand made semi-annually by the Bureau of the Census in the Department of Commerce of our National Government. Would it not be beneficial to all branches of the trade if the department would classify the tobacco on hand at the end of each six-month-period by separating the tobacco owned by manufacturers, who have a dealers' license, from the tobacco held by those who are dealers only. In other words, I suggest that we endeavor to have the act amended so that the report will show what amount of tobacco is held by manufacturers and what amount is held by dealers.

The foregoing is a review of the legislative activities that have effected our industry during the past year. There are possibly other measures, such as the Panama Canal tolls, the situation in Mexico, the action taken by the Attorney General versus the Metropolitan Tobacco Company, etc., that exert more or less influence on the business we represent, and they are each submitted to your consideration for such action, if any, as you may see fit to take. Permit me to suggest that it has at times occurred to me that we are inclined to specialize too much on the legislative needs of our trade, and that in doing so we are inclined to lose sight of other vital commercial needs. As an organization and as individual members of a great industry, we should be vigilant in our watchfulness of proposed legal measures and should be ready and willing at all times to lay before the members of our legislative bodies, who are frequently men who do not understand our needs, the results of our experience. Yet we should be equally vigilant in supplying our commercial needs. There is a large field of opportunity open to our association entirely outside of the legislative field. When we planned for the establishment of a credit bureau and for the distribution of literature intended to assist the growers in growing a better product, and when we planned to promote a higher standard of honor and responsibility between the members of our trade, we entered a field that is fundamental and I trust that efforts in these and many other directions will be continued until our industry will be placed upon a plain as high as its magnitude and importance deserves.

In conclusion, permit me to thank each and every member for the advice and assistance that has been so freely given during my incumbancy in office. I can wish no greater gift to my successor than that you will stand by him in the same steadfast manner that you stood by me. Many things have occurred during this period that have made a lasting impression on my mind and that memory will often recall with satisfaction and pleasure as the years go by. I wish to assure you of my heartfelt appreciation of the honor you have thrice bestowed upon me. Permit me to say that, while we have most likely made some mistakes, they were mistakes of the head, and not of the heart. We have conscientiously persued such policies as we believed to be for the best interest of our association. May the same spirit of hearty shoulder to shoulder co-operation ever characterize the future of the National Cigar Leaf Tobacco Association.

AARON B. HESS,
President.

A splendid banquet was held at the Marlborough-Blenheim on Tuesday evening. The Banquet Committee included Major Newburg, Ferdinand Cranz and M. Rosenthal

The new directors elected are: Ferdinand Cranz, of New York; A. B. Hess, of Lancaster; J. F. Cullman, Jr., of New York; B. L. Haas, of Hartford; Felix Eckerson, of Philadelphia, and Henry Kraus, of Baltimore. The directors who have another year to serve are Carl W. Wobbe, of New York; Fred W. Miller, of Cincinnati; L. A. Wheeler, of Troy, O.; Samuel Jaskulek, of Cleveland; E. J. Joel, of Boston, and I. H. Weaver, of Lancaster. KNICKERBOCKER.

OBITVARY

George J. Light

George J. Light, secretary and treasurer of Whelan Brothers, Incorporated, and identified with the C. A. Whelan Company, a corporation operating a string of cigar stores in New York State, ended his own life Thursday night, April 30, at his home, 1027 East Genessee Street, Syracuse, N. Y. Death was caused by cyanide of potassium poisoning. Deceased, while only 37 years old, had complete charge of the five retail stores conducted by the Whelan Brothers in Syracuse. During the entire week preceding his demise he had been exceptionally active because of the presence in Syracuse of auditors in the employ of the company. The owners of the Whelan stores in Syracuse are said to be planning several changes in its management, and Mr. Light was engaged in this work. The late Mr. Light who was the son of Mr. and Mrs. Lewis Light, of 103 West Raynor Avenue, Syracuse, was educated in Syracuse and when a young man entered the employ of Whelan Brothers as a clerk in one of their stores. His rise was rapid and for the past several years he had been in charge of all business done by the company in Syracuse. Ten years ago he married Miss Beatrice Gustadt, and their only child, George, now is only one year old. Deceased was a member of Syracuse Lodge No. 501, F. and A. M., the Elks, Odd Fellows and the Syracuse Chamber of Commerce. For many years he had taken an active part in the affairs of the Temple Society of Concord. Besides his parents and his wife and son the late Mr. Light is survived by two brothers, Jesse and Mandel Light, and one sister, Miss Belle Light, all of Syracuse, N. Y. During the funeral services, which were held Monday, May 4th, at the home in Syracuse, the five stores of the Whelan Brothers in that city were closed.

James William Dean

James William Dean, for fourteen years chief clerk for D. D. Smith, the tobacconist, on Fairfield Avenue, Bridgeport, Conn., died recently at the home of his parents, 297 Madison Avenue. "Billy," as he was popularly known, was the friend of thousands of Bridgeporters. His characteristics were such as to inspire the confidence of all who knew him, and there is genuine regret at his passing. He was thirty-five years old and unmarried.

Aaron W. Hexter

Aaron W. Hexter, of San Francisco, chief city salesman for the firm of Boltz, Clymer & Co., Philadelphia and Tampa, died suddenly in that city recently. The deceased was about fifty years old and had been an outside salesman for Boltz, Clymer & Co., for a number of years. He had previously conducted a retail cigar business.

Michael J. Malloy

Michael J. Malloy, a widely known tobacconist, of 32 Canisteo Street, Hornell, N. Y., was found dead at his home, 3 Main Street, on May 5th. Heart disease was given as the cause of his sudden demise.

Mr. Malloy was a manufacturer of cigars and operated a retail store as well. He was born in New York. At one time he operated a factory in Albany, but later came to Hornell, twenty-six years ago, and opened a cigar factory. The deceased was fifty-seven years old.

Mr. Malloy is survived by a widow and two daughters.

Sol Rosenor

Widespread regret in the trade, we are sure, will follow our chronicling of the death of Sol Rosenor, the well-known and well-liked vice-president of the Jose Lovera Company and E. M. Schwartz & Co., whose sudden death, due to an attack of apoplexy on board an Eighth Avenue street car at Central Park, West and Eighty-sixth Streets, New York City, occurred on May 12th.

Mr. Rosenor had been allied with the tobacco trade practically all of his life, and for a number of years bore an enviable reputation as a cigar salesman. When the Havana-American Company was formed, in 1900, by the amalgamation of some ten or more clear Havana cigar firms of prominence, Mr. Rosenor occupied a distinctive connection with that company, which he used to advantage in the interests of James B. Duke and his associates, when the Havana-American Company was later taken over by the American Tobacco Company interests. Mr. Rosenor was first vice-president of the Havana-American Company, which position he relinquished about four years ago to join the forces of the Jose Lovera Company and E. M. Schwartz & Co., with which houses he continued up until the time of his death. Extensively acquainted in the trade, embracing many sections of the United States, Mr. Rosenor was instrumental in the accomplishing of many business deals for the concerns with which he was associated. Mr. Rosenor was a member of many clubs and organizations of a social nature. He is survived by a widow and a young son. Interment will be made at his old home in Louisville.

Colonel Louis Schaffner

Colonel Louis Schaffner, an old resident of Chicago, died May 5th, at 610 Fullerton Parkway. He was 87 years old. He was born in Alsace on July 25th, 1827, and came to America when 9 years old. He served in the Civil War and later was lieutenant colonel of the One Hundred and Fifty-third Illinois Volunteer Infantry.

He went to Chicago after the war and was for many years a tobacco merchant. He served as alderman of the old Fourteenth Ward in 1871.

Samuel Baker

Samuel Baker, aged 70, a pioneer tobacco merchant, of Chicago, died recently in Baltimore, Md., where he had lived for the past ten years. Mr. Baker was one of the founders of the firm of Spauling & Merrick, tobacco manufacturers, at 820 South Kildare Avenue, Chicago. Mr. Baker sold his interest in 1893 and for several years did not engage in any business. For the past two years he has been an invalid.

The deceased is survived by a widow, two sons and two daughters.

George Albertson

George Albertson, fifty-one years old, a cigar dealer, who had been in business in Kensington for many years, died on Monday at his home, 1764 Frankford Avenue, following an attack of kidney trouble, from which he had suffered since March.

For years he had been an active Republican worker in the Nineteenth Ward. Mr. Albertson was noted in Kensington as a friend of children. During the summer months the front of his place of business seemed to be a headquarters for the younger folk of that section. His widow survives.

Samuel H. Wells

Samuel H. Wells, a well-known tobacco grower of Hazardsville, Conn., died on May 9th, as the result of a shock which developed into pneumonia. He was seventy-six years old. Mr. Wells is survived by a son and a daughter.

Where "First Consul" Campaigns Are Planned

This photograph shows E. R. Lincoln, of the firm of Lincoln Brothers, proprietors of P. Pobalski & Co., in the foreground. This firm has an established reputation for the standard maintained by "First Consul" cigars, which are smoked by lovers of high-grade goods throughout the entire United States.

NEW HOME FOR "ZIG-ZAG" CIGARETTE PAPERS

Reports From France Tell of New Factory—C. Drucklieb, Inc., Represent Braunstein Freres in United States

THE agent and representative of Braunstein Freres, makers of the famous "Zig-Zag" cigarette papers in the United States, C. Drucklieb, Inc., of New York, recently received word from the manufacturers that this well-known Parisian firm has begun the erection of a new factory for the manufacture of cigarette papers.

The new plant is along the banks of the Seine, and from the river and surrounding country those who look about may read the words "Zig-Zag" in white enameled brick prominently displayed on the one hundred and ninety-foot chimney which rises above the factory power house.

The buildings are now completed—the eight boilers are lying in front of them—the turbine and immense dynamo are being installed and two paper machines are being erected. All that work is made easier by a siding from the railway station coming right into the mill and by an electric railway taking the materials unloaded by a powerful crane on the bank of the River Seine.

The two paper machines are fitted with the latest improvements which science and modern invention has perfected, and the arrangement of the whole mill is unequaled in Europe.

Two motor boats on the River Seine connect that mill with their other mill at Gassicourt, where five paper machines are in operation, and with Havre, where the goods are shipped in large quantities to all parts of the world, including the United States. The production of the seven machines will be ten tons of cigarette paper every twenty-four hours, a quantity sufficient to make 250 million cigarettes daily.

The building of this second mill at Elbeuf-on-the-Seine is a far-sighted move on the part of Braunstein Freres. Having two mills at such distance apart, prevents them from being disabled in case of strike by working men or mishap to one mill.

Tobacco Association of the United States to Convene

According to current reports, the annual meeting of the Tobacco Association of the United States, which will be held in Louisville, Ky., June 16th and 17th, moving on to Lexington June 18th, is to be a very important one in addition to being one of the most elaborate ever held. It is expected that five hundred tobacco men, in addition to bankers and sellers of tobacco supplies, will attend. Secretary G. E. Webb, of the Association, is hard at work with his assistants taking care of the details of the forthcoming gathering and states that plans are on foot to entertain the members in a manner commensurate with the importance of the occasion.

Concerning the Association, all tobacco men are eligible to membership. Manufacturers and dealers in tobacco supplies, tobacco, machinery, bankers in tobacco cities and towns and transportation men are welcomed to its ranks. To protect the tobacco interests of the country against adverse legislation, to endeavor to take advantage of every opportunity offered for the betterment of the trade and to promote fair dealing and insure close and personal connections among its members are the laudable objects of the Association. Compilation of statistics and information relative to the trade, embracing both foreign and domestic, for promulgation among members, is a work also carried on by this commendable organization.

J. R. Cummings and L. L. Harves, of the P. Lorillard Tobacco Company, have recently been visiting Red Wing, Minn., in the interests of "Stag" smoking tobacco.

With its factories for making cigarette paper books in Paris and in Rouen, and its mills at Gassicourt and St. Aubin, the Société Anonyme des Anciens Etablissements Braunstein Freres, employing 1800 hands, is the largest cigarette paper manufacturer in the world. The product is entirely pure textile fibres and has received the following awards:

Grand Prix: St. Louis, 1904; Liege, 1905; Saragosse, 1908; Buenos Aires, 1910; Brussels, 1910. Hor Concours: London, 1908; Tunis, 1911; Roubaix, 1911; Turin, 1911; Gand, 1913.

TAMPA TIPS

Local Campaign on "La Mega"—"London Life" Making Many Friends—Addition to Jose Escalant Factory Begun

TAMPA, May 11.

ALWAYS "looking forward," V. Guerra, Diaz & Company, manufacturers of the well known "La Mega," have started a campaign of local advertising on this sterling brand, and are meeting with much success. Though located in Tampa for more than twenty years, this company never really sought after local trade, but the response already received as the result of their efforts has been of such a gratifying nature that the company will continue its good work locally.

"Night Rider" tobacco has arrived. This new tobacco is being featured in a display in the Court Square Pharmacy and is attracting quite a bit of attention. The product is manufactured by the Tampa Tobacco Company and is intended for pipe smokers, combining Tennessee or Kentucky with Cuban tobacco, this method, it is stated, thus imparting a Havana flavor.

P. Rey, the well known cigar manufacturer, and family left here recently for New York via the Atlantic Coast line.

Phil Glenn has taken over the local cigar stand formerly operated by G. Howard Russell.

John W. Biggar, of West Tampa, has begun work on a set of plans for a $12,000 addition to the Jose Escalent, a cigar factory at Palmetto Beach.

Having finished their Cuban tobacco purchases, Ernest Berger and Emilio Pons are back again in Tampa.

Free distribution of "London Life" cigarettes recently by B. S. Tippe, who has been in Tampa for quite a while in the interests of "London Life," was the means of making many friends for the brand in this territory. Mr. Tippe was ably aided by Sam Bennett, Eli Witt's popular salesman.

PERFECTO.

City Jottings

Yahn & McDonnell, through their traveling representative, Frank M. Winslow, are meeting with very good success on their clear Havana, "Regreso" brand, which is made in twenty-five sizes.

The territory of Eastern Pennsylvania, Delaware and Maryland are re-ordering in quantities to demonstrate that these cigars have met the approval of the smokers who desire a high-grade cigar of uniform quality and strength.

The "George Fox" cigar in Londres, Blunts and Club Perfecto shapes is a new line of $8.00 cigars which the Finley Acker Company are featuring, and for which they are the jobbers.

This cigar is a Philadelphia-made cigar, the product of one of the best-known factories, and from duplicate orders which have come in is being well received by the consumer.

Despite the adverse weather conditions at the National League Ball Park, the demand for "Sintoma" and "All Alike," the Portuondo brands on sale there, has been very satisfactory. The J. F. Portuondo Cigar Manufacturing Company have the cigar privileges at the National League Park this season.

The Manhattan Cigar Company, 111 South Broad Street, has taken on several new brands since the store has been under new management.

The "Perfecto" of Garcia Brothers, in eleven sizes, which are now manufactured in bond, is probably the best known, but the "Generalidad," a three-for-a-quarter, and "Critico," a two-for-a-quarter, manufactured by the H. C. Nolan Company, occupy a high position.

"Don Remo" Banquet at Los Angeles

(Continued from Page 23)

Other speakers of the evening were: Mr. Chapman, H. M. Motzkus and W. P. Baker, the oldest gentleman with M. A. Newmark & Company, in point of service.

Herbert Flatau acted as toastmaster, by request, and performed nobly.

"Don Remo" cigars were smoked by those present, together with "J. B." cigars, Corona shapes, "Jose Vila," champagne size, and "Pall Mall" cigarettes.

The guests present were: C. Seligman, Marco Newmark, S. S. Kauffman, William Newmark, Alfred Newmark, R. W. Reynolds, Charles Guenther, W. R. Reynolds, J. J. Jones, Otto Rumage, E. Van Brieson, F. W. Behning, A. F. Leslie, Frank Morgan, J. B. Badgley, J. C. Rhodes, Bert Smith, R. Robinson, J. A. Nathan, Fred Cowell, F. L. Carver, Bush Corder, W. R. Smith, Ben Foote, William Toomy, C. W. Lash, R. C. Robertson, J. H. Morford, M. F. Van Treese, H. M. Motzkus, George Thurner, Herbert Flatau, Lawrence Flatau, G. R. Bailey, E. Rapp, H. E. Olsen, Tony Faust, William Trevor, Morris Burke, H. S. Nichols, E. H. Quimby, Colonel Custer, W. R. Harkness, W. P. Baker, J. R. Bray, T. Clifford, B. Driscoll, F. Donath, A. Edmonson, E. L. Evarts, J. Grimes, L. Heath, W. E. Hunter, Lee Jenkins, E. W. Lusk, D. F. McKinney, T. Noble, L. Schirm, C. D. Seneff, G. Seligman, O. E. Smith, C. Weeks, Robert Winnerton, W. G. Bingham.

Enterprise Cigar Company Has New Vice-President

The readers of THE TOBACCO WORLD, will no doubt be pleased to learn that Walter H. Jones, well known among the trade in New York, and elsewhere, has recently been elected vice-president of the Enterprise Cigar Company, of Trenton, N. J. This company manufactures the "Lord Stirling" cigar, sold all over New Jersey, as well as in other parts. New Jersey smokers swear by "Lord Stirling," and wherever you find them at a cigar counter you are almost sure to hear a call for "Lord Stirling."

Penn Tobacco Company Elects New Officers

To fill the vacancy caused by the death of Russell Uhl, former president of the Penn Tobacco Company, of Wilkes-Barre, Pa., the directors convened recently and elected Henry Wiegand as president of the firm. John H. Uhl, son of the former president, has been elected to the position of vice-president, while William B. Schaffer, representing the local banking interests, succeeds Mr. Uhl on the board of directors.

T. C. Cash has purchased the cigar stand in the lobby of the Simpson Building, Atchison, Kansas, from Jake Auslinger. Mr. Anslinger will follow the "back to the farm" movement and will raise fruit.

PUBLIC SALE at Quakertown, Pa.
ON MAY 23rd

A factory and dwelling house suitable for a cigar factory or cigar box factory. Factory building is 25 x 60 feet and has a boiler house with coal bin attached.

Sale to take place on premises, No. 107 South Hellertown Avenue, Third Ward of Quakertown. Sale to commence at 2 p. m.

KEYSTONE BUILDING & LOAN ASSN.
ROYERSFORD, PA.

CLUBDOM SMOKING No. 14

OLIVE STREET ENTRANCE, ELKS CLUB, LOS ANGELES

(This is the fourteenth of a series of sketches of the leading social clubs of the United States, paying particular attention to the cigar departments, purchasing agents and the favorite brands of each club.)

Articles in this series have appeared on the following clubs:

No. 1—Lambs' Club, New York.
No. 2—Union League, Philadelphia.
No. 3—City Club, Chicago.
No. 4—Olympic Club, San Francisco.
No. 5—The Pittsburgh Athletic Association.
No. 6—The Chicago Athletic Association.
No. 7—The Illinois Athletic Club, Chicago.
No. 8—The Union League Club, Chicago.
No. 9—The Fellowcraft Club, Detroit.
No. 10—University Club, Chicago.
No. 11—Hamilton Club, Chicago.
No. 12—Commercial Club, San Francisco.
No. 13—Chicago Automobile Club.

LOS ANGELES, CAL., April 30, 1914.

THIS club, better known as B. P. O. E. No. 99, is one of the many firmly established clubs in this section of the country, being known highly for the character of its members and its "all in all" entertaining ability. The Elks Club of Los Angeles has enrolled such names as F. B. Silverwood and Mr. Frankenstein, musicians of note throughout the country, and who jointly wrote the lyric and music for the already famous "I love You California" song. Ed Maier, baseball magnate of this city, owner of the Venice Tigers, of the Pacific Coast League, is one of the many notables, and every once in so often Mr. Maier tenders the club "boys" a real old Spanish barbecue at his famous Santa Susanna Rancho, and it might be added here that upon these premises, located in Ventura County, is being fitted up the most complete baseball training quarters in the country. It is Mr. Maier's purpose in doing this to bring major league teams to California to get the benefit of the excellent climate while training and in the meantime to play exhibition games with other teams. This form of spring training always draws large crowds here.

The Elks Club was established in the year 1888 and originally had a membership of only thirty-three members. Members have been coming to enroll continually, and in this year of 1914 the Elks Club can boast of a membership of fifteen hundred full-fledged members.

The officers of the organization are as follows:

Exalted Ruler, L. L. Broodeen; Esteemed Leading Knight, M. G. Shannon; Esteemed Loyal Knight, W. G. Salter; Esteemed Lecturing Knight, C. G. Pule; Secretary, E. B. Lovie; Treasurer, T. Q. Hall; Tyler, H. L. Mull; Trustee, G. A. Melsing; Chaplain, W. A. Woodis; Esquire, B. D. Rose; Inner Guard, L. P. Tappeiner; Organist, Sibley G. Pease.

The club building is situated on a very elevated location, being at the top of what is called the Angel Flights, a cable railway carrying the members to and from the club building, a structure of modern architecture, seven stories in height and containing a spacious roof-garden. By means of the cable cars one is given an exhilarating ride up into the clouds and the spot is very quiet and peaceful to the tired business man and one seeking rest

On the second floor there is located the magnificent dining room, and here Elks are given the best foods to be had. Noon day and Sunday luncheons are served here for club members and their friends. As one enters the foyer on the main floor, a turn to the left shows one the elegant smoking room, and farther to the back is seen the bar where concoctions of the "classiest" sort are given patrons.

On the same floor is located the billiard and pool room. Here is also the cigar department, of which Charles Morgan assumes charge. Mr. Morgan is an amiable and friendly personage and is very popular with the club members, which is one of the reasons for the great success of this department. Mr. Morgan reports sales exceeding 8000 clear Havana cigars per month, very seldom dropping below this number. Here is carried a complete line of clear Havana cigars, some of which are as follows: "Lovera" de Luxe and "Presidents" being their leading brand, having sales increasing due to the qualities of this brand alone. Other brands of clear Havana cigars handled at the cigar department are "Cuesta Rey," "St. Elmo," "Webster," "El Sidelo." In cigarettes the Elks Club can boast of an exclusive brand of cigarettes named after their lodge name, "B. P. O. E." these cigarettes being manufactured by Surbrug Company, who also manufacture "Milo" and "Duke of York" cigarettes and others. "Milo," "La Marquise," "Pall Mall," "56," "Melachrino" and their own brand make up the supply of cigarettes.

Within the confines of the building are many places for one to enjoy himself or herself, women being permitted to enter into the entertainments and such. There is a card room fitted up most lavishly, and the best of service is accorded those wishing to enjoy a few hours of cards.

A spacious banquet room for social functions and the like is on an upper floor of the building, and here is held many a happy evening. Billiards, reading in the library and writing room and bar room with smoker offer the members much cause to rejoice in being a member of the renowned Elks Club.

The club boasts of having as members only those gentlemen who have a reputation as being of good habits, character and those traits that go hand in hand with character and morality.

ALKALI.

Are Cigars Medicine?

One of the Examiners of the Ohio State Bureau of Accounting, while going over the books of one of the institutions the other day, ran across a bill of $14 for 200 cigars, listed as "medical supplies."

In attempting to answer the question for the State, State Auditor Donahey has been delving into innumerable treatises on medicine, etc., but thus far has been unable to find cigars listed under the head of medicine. As the bill has been paid, the auditor is seeking now to establish a ruling for such items in the future.

Save Your Coupons; Get Silk Stockings

The McHie-Scotten Tobacco Company, of Detroit, recently announced in a newspaper advertisement that thirty-five whole tickets or tokens taken from their smoking tobaccos, accompanied by a clipping of the ad. would entitle the holder to a pair of silk stockings, either women's or men's. Without the ad. it would be necessary to present one hundred coupons in order to secure the premium.

Detroit

Convention Season Augurs for Good Business—$100 Cigarette License Claimed Illegal—Albert Worch Off for Portland, Oregon—Business on "San Etta" Cigars Shows Growth

DETROIT, MICH., May 10, 1914.

WITH the warm weather as an assured fact for the next four months and the opening of the convention season, retailers now look forward to business to be at its highest until late in September. The number of conventions booked for Detroit is equal to the record of last year, if not a trifle in excess, although the majority of them are among state affiliations. J. Lee Barrett, secretary of the Detroit Convention Bureau, predicts that 1915 and 1916 will probably be the greatest years for convention gatherings in the history of Detroit, as the city will then have ample facilities for handling the large association meetings, which it is unable to do at the present time.

Frank Forrest, chief clerk at the E. M. Harris store on Woodward Avenue, Detroit, and who operates a soft-drink stand in the lobby of the Dime Savings Bank Building, has found business so prosperous in the year that he has been established that he recently took the adjoining store and installed a marble counter for serving his patrons with beverages. Frank says he is doing much better than he expected and naturally has every reason to "pat himself on the back" for his judgment in starting such an emporium, in spite of the fact that many of his friends predicted "failure" for the place.

Corporation Counsel Richard L. Lawson is scheduled to go before the Detroit Common Council on health and city hospitals Tuesday night, May 12th, and rule that a $100 license fee for the sale of cigarettes is excessive and therefore illegal. An ordinance was introduced sometime ago providing for drastic regulations on the cigarette traffic; the two main provisions require a $100 license fee, and prohibits the sale of cigarettes within six hundred feet of a schoolhouse. "The high license fee would drive the small dealers out of business, and would give the wealthy tobacco dealer a monopoly," is the expression made by several councilmen. "The license fee is excessive," said the corporation counsel. "There is no need to prohibit the sale of cigarettes by a regulatory measure." This will be a victory for the small dealers if the council committee vote as most of them have promised, namely, "no." If there is to be any fee at all, it most likely will be $10 instead of a hundred.

Albert Worch, of the Wayne Cigar Company, Detroit, after being home a few weeks from the Pacific Coast, left for Portland, Ore., on Sunday, May 10th, to be on hand when the first shipment of "S. & W. Hand-mades" arrive, so that he can assist in their distribution. This time he will be gone about four to six weeks. In addition to the West he will stop at Salt Lake City and points in the South before returning home.

Sandy Stuart, of the Superior Cigar Manufacturing Company, of Detroit, has returned from a business trip through the West, and Oscar Rosenberger, of the San Telmo Cigar Manufacturing Company, is back from his two weeks' stay at French Lick Springs.

During April of 1914 a total of 21,614,276 cigars were manufactured in the first district of Michigan, as compared with 24,148,080 for the same month in 1913. In dollars and cents these figures are $64,842.83 and $72,444.24. The receipts for tobacco this year in April were $182,240.49, as compared with $186,300.13 in 1913. The difference of approximately two million less cigars being made this year for April was due to the fact that the usual lay-off in the cigar factories on account of the sacred Polish holidays came in April this year, while last year they came during March. The result was that most of the Detroit cigar factories were closed for ten days in April this year, while last year they were all running to capacity the entire month.

Ernest O. Hensley, of Detroit, is in view as general manager of the reorganized Lakeside Club in Grand Rapids, which will probably open the season the week of May 25th. The club will have a charter membership of 1000. The club will have a fine dancing floor, new dining room, etc.

Gilbert Smith, who has been representing the Harry W. Watson Company, of Flint and Detroit, as representative in the latter city, has resigned, and has not as yet announced his future plans.

The San Etta Cigar Manufacturing Company, Detroit, has engaged A. W. Rogers as its Middle West representative, and he will make his headquarters at Fort Smith, Ark. The San Etta Company has brought out some new cans in bright red that are very attractive. Charles A. LaFond, of the concern, states that the "San Etta" cigar is doing splendidly not only in Detroit, but in a number of cities where it has recently been taken on by live jobbers.

Al McCrea succeeds the late Mr. Somerville as manager of the A. C. Dietsche store at the corner of Woodward Avenue and Larned Street. Mr. McCrea was formerly connected with the Ford cigar stand at 97 Woodward Avenue.

Burns & Johnson, retailers at 20 Monroe Avenue, have added a second store at 242 Woodward Avenue. Tommy Burns will manage the new stand, while Mr. Johnson will look after the Monroe Avenue place. Mr. Burns is having a number of changes made to his stand and hopes to make it equally as successful as the Monroe Avenue emporium, which certainly has been doing "some" business since Messrs. Burns and Johnson took it over some months ago.

The Harry W. Watson Company, of Detroit and Flint, which now controls fourteen retail stands in Detroit, has added a fifteenth one at 15 State Street, and inside of twelve months hopes to have at least ten more retail places. The Watson Company recently took over the lease on the Hotel Metropole, and at the expiration of the present lease of Charles H. Clements a number of important changes will be made to the hostlery, and it is more than likely that the cigar stand will be added to the Watson chain. This company is surely getting a monopoly on the best stands in Detroit, it now practically controlling all of the best at the hotels outside of the Hotel Pontchartrain, which is operated by the hotel itself.

Joseph T. Snyder, of Buffalo, was a recent visitor here, coming in connection with his store on Woodward Avenue, in front of Churchill's Cafe.

William Higgins, of Park & Tilford, spent a few days with us in the past two weeks, and as usual Bill told some new humorous stories and took away some nice orders for imported cigars.

George Stocking, representing Marcelina Perez & Company, was here late in April. He spent a day in Saginaw, where his firm has a jobber on the "Tuval" cigar through Bert Johnson, of Detroit. Mr. Johnson accompanied Mr. Stocking on the trip.

A campaign is soon to be started against the cigarette in the factories of the Ford Motor Company, according to an announcement made by Henry Ford, head of the concern, although no time has been set for this action. This announcement comes as a result of a letter recently sent to Mr. Ford by the noted inventor, Mr. Thomas Edison, and attention is called to a substance called "Acrolein," which comes from the burning paper wrapper of cigarettes and is said to have a permanent degenerative effect. Copies of the letter are to be distributed among the young men at the factories, who will be urged—not compelled—to discontinue the use of cigarettes.

Moore's Cigar Store, in Saginaw, which is under the management of G. S. Skimin, is one of the most popular places in that city. It is headquarters for all sporting events as well as the baseball games. The store has a splendid box trade. A good line of Havana and domestic cigars are carried in stock.

Charles H. Stout has opened a cigar store in Belding, Mich., and is operating a lunch room in connection with the same.

A. E. St. Clair has succeeded M. J. Hallinan as manager of the Pontiac branch of the J. L. Marcero Company business, wholesale tobacconists, owing to Mr. Hallinan having left the city on account of poor health. The change took place May 1st. Mr. St. Clair was formerly traveling representative in Michigan for the P. Lorillard Company.

E. P. Harkins, who has been representative for the cigarette department of P. Lorillard Company in Houghton for the past year, has been changed to Butte, Mont., where he will be in charge of the state for the same concern. During the time that he was in the copper country he made many warm and personal friends, who very much regretted to have him leave.

The business of the Princess Juliana Cigar Company in Grand Rapids will hereafter be conducted by Joseph Steghuis, who has taken over the interests of his partner, John Jaspers.

At the northwest corner of Warren and Mitchell Avenues, Detroit, a fine factory is in course of construction for the Banner Cigar Manufacturing Company, which is to be four stories high, 60 by 101 feet in size. General and private offices and vaults will occupy the first floor, together with lockers, dining room, coat room and receiving room. The second floor is reserved for the cigarmakers, the third floor for the drying and stripping departments and the fourth floor for packing and humidors. In the basement are storage, casing and sweat rooms.

The Phoenix Club, corner of John R. and Erskine Streets, Detroit, are having a summer club house built at Redford which will have a cigar department. It is expected to be ready this summer.

O. E. Bunker has recently engaged in the cigar business at White Cloud, Mich.

O. M. Chandler succeeds F. E. Pilbeam in the cigar business in Middleville, Mich.

The firm of Diekman & Peck, cigar dealers in Monroe, Mich., has been dissolved by mutual consent and the business taken over by Howard Peck, who will continue the same. Mr. Diekman will take a rest for a while.

Mr. Ben Block, district manager for Philip Morris cigarettes, paid us a flying visit on April 29th. Mr. Edward Lichtig, Michigan representative, is now on a trip through the state.

The Exchange Cigar Store on West Fort Street, directly across from the postoffice, Detroit, announces its retirement from business and is disposing of the stock on hand at wholesale prices.

There have been an unusual large number of tobacco men here since the first of May, including Alfred E. Penner, Fred Singer, Harry Nathan, Joe Cullman, Jr., Mr. Loeb, Howard Kinney, Abe Hirsch, Jules Marquzee, Henry Fisher and Leonard Cohen. As yet there have been no worth-while sales reported.

AL. U. THORNBURG.

Key West

Factories Dull With Little Prospects Before Fall—Immigration Officials Help Settle Gato Strike—Havana-American Company Preparing to Work in Bond—President Wardlow Back from the West

KEY WEST, FLA., May 10, 1914.

BUSINESS is still dull and there is now no very great prospects for a revival until the fall season opens up, as summer is always the dullest period of the year. Shipments are very small, but would have been much larger if the strike had not existed at the E. H. Gato Cigar Company's factory. As that has been amicably settled, shipments in my next report will no doubt show an increase.

Trade is fair at the factory of the Martinez-Havana Company. Don Luis Martinez, accompanied by his daughter Senorita Aurora, arrived in town this week from Havana and left for a visit to New York City. Upon the arrival of Don Luis at Northern headquarters he will hold a business confernce with James D. Conner, secretary of the company, at which the matter of handling the factory will be discussed and decided. At the factory the manager has for some time been working their stocks of tobacco down with this end in view. Shipping Clerk A. D. Silveria is receiving the condolence of his many friends in the death of his only son, which occurred recently. Letters received at the factory office announce that Richard B. Cowlen, the company's new roadman, had left Philadelphia, Pa., for his territory and results from his campaign are expected at a very early date. Advices received from Sol. Arkush, Northwestern representative, state that business is slowly but surely improving in his territory.

A well attended meeting of the board of trade was held on the evening of the 28th ult., at which a committee from the Cigar Manufacturers' Association, a number of prominent citizens and many cigarmakers were in attendance. The matter of the strike at the Gato factory was taken up for discussion. The committee from the Cigar Manufacturers' Association stated plainly that, while at all times they were willing to treat with their employees on the matter of prices or material, they wanted it distinctly understood that they would allow no one to run their factories but themselves and that any demand made upon them for the discharge of a department head would be utterly ignored.

On the 29th ult. Secretary Thomas H. Gato and Foreman Lorenzo Lopez, of the E. H. Gato Cigar Company, returned from a short trip to Cuba. The foreman was held up by the immigration officials, and after an examination by the port health officer was declared physically unfit to re-enter the United States and was ordered deported. Thus the chief stumbling block in the way of the settlement of the labor troubles at this shop was removed. Secretary Gato and Lorenzo Lopez returned to Cuba next morning.

On May 2d Vice-President E. H. Gato, Jr., and Secretary Thos. H. Gato returned from Cuba and on the 4th inst. the strike was settled and George Maloney was appointed foreman and has entered upon his duties. On Monday morning next the cigarmakers are scheduled to return to work.

George L. Harris, the genial Southern salesman of the P. Lorillard Tobacco Company, was a caller recently on the retailers here in the interest of the many brands of cigarettes and smoking tobaccos of his house.

C. L. Knowles, president of the Alonso Reijas Ca., is back from a business trip to Western and Northern sections.

The bubonic plague scare is subsiding, and now that it is learned that the sanitary officials of Havana have agreed that should it be necessary to fumigate any tobacco warehouse, tobacco stems will be used instead of chemicals. This method has been proven by many tests not to injure tobacco, as does the fumes from sulphur. Holders of leaf stocks now stored in the warehouses of Havana now breathe easier and importations have fallen off this week as a consequence.

M. J. Bloom, the leaf dealer of New York, was a caller on the local trade recently.

The Havana-American Company will shortly bond their entire building and manufacture all their products, both here and Tampa, under government supervision. As soon as the stocks of tobacco now on hand are worked up they will close down for a few days, and when they reopen it will be under the new system.

While a large force of strippers have been at work preparing material in the bonded portions of the M. Perez Company and the Mi Favorita Cigar Company, there has not as yet been any cigars made in bond. The Mi Favorita Cigar Company, who bonded one-half of their factory recently, have decided to put their whole building under government supervision and closed down on the 1st inst. in order to remove partitions and put their shop in order. When they resume a few days hence it will be under the new system, and their famous "Mi Favorita" brand that are shipped out henceforth will bear the government stamp.

Chief Inspector of Customs Max N. Oberdoffer was in the city this week on official business. He has since left for Jacksonville, Fla.

Sol. M. Gans, of Max Gans & Son, leaf dealers of New York City, was a caller on his trade in this city this week. J. Waller, of Joseph S. Gans & Son, was also a recent trade visitor. Juan Diaz, representing Selgas & Company, of New York and Havana, dealers in leaf tobacco, also paid our manufacturers a visit during the week.

Rosenthal Brothers Open New Cigar Factory

Rosenthal Brothers, 353 East Seventy-third Street, New York, opened a cigar factory in Corning, N. Y., on May 4th. This firm has several factories, the new one being No. 5. The new factory will work up to one hundred hands during the first six months with the hope of being able to employ at least two hundred and fifty by the end of a year.

Morris De Lara, of New York, who has formerly been in charge of several departments of the Detroit branch of the American Cigar Company, and who has had thirty years' experience in practical cigar making, will have charge of the new factory.

Should the new factory prove a successful venture, a new building will be erected to care for the business.

Hill Brothers Open Fourth Store in Miami

The fourth store of Hill Brothers, Miami, Fla., has recently been opened at Avenue C and Eleventh Street. Many alterations have been made and the equipment of the new stand will maintain the standard that this progressive firm has established. The new cigar and news store will also install a soda fountain.

W. L. Peacon and W. O. Peacon, of the cigar manufacturing firm of W. L. Peacon & Company, of Miami, Fla., were visitors to this city this week while en route to the leaf markets of Havana.

A. L. Cuesta, of Cuesta, Rey & Company, was also in town this week, being en route to Cuba.

Julius Wolf, of S. Wolf's Sons, left on Saturday for New York, from whence he will make a tour of the North in the interest of his house. He was accompanied by his family.

President John Wardlow, of the Ruy Lopez Ca., who has been touring the North and West in the interest of his house, got back yesterday.

H. H. Pinder and Walter Pinder, the cigar manufacturers of Miami, Fla., arrived in town this morning for the purpose of purchasing stock for their factory.

Tobacco Statement.

Importations of Havana leaf tobacco in bond for week ending May 2, 1914:

Lee Roy Myers Cigar Company	95 bales
Moreda & Company	250 "
Ruy Lopez Ca.	40 "
Geo. W. Nichols & Company	416 "
Cortez Cigar Company	343 "
Arturo Cabo	4 "
S. & F. Fleitas	9 "
Total	1,157 "
Withdrawals	98 "

Importations for week ending May 9, 1914:

M. Perez Company	188 bales
Martinez-Havana Company	57 "
Cortez Cigar Company	27 "
Total	272 "
Withdrawals	298 "

INGLACITA.

Cigar Shipments for Two Weeks Ending May 9th, Via Mallory Steamship Line to New York, Mobile, Galveston and the East and West Coasts of Florida.

	Cases
Godfrey S. Mahn, Philadelphia	12
Dusel, Goodloe & Co., Philadelphia	7
Duncan & Moorhead, Philadelphia	2
Joseph Way, Philadelphia	2
Park & Tilford, New York	45
Martinez-Havana Co., New York	18
United Cigar Stores Co., New York	24
E. H. Gato Cigar Co., New York	16
Acker, Merrall & Condit Co., New York	5
Geo. W. Nichols & Co., New York	14
Lowden & Co., New York	16
Godfrey S. Mahn, New York	3
Ruy Lopez Ca., New York	7
M. A. Gunst & Co., New York	2
J. F. Segur, New York	2
Nat'l Cigar Stands Co., New York	2
F. A. Davis & Sons, Baltimore, Md.	4
Wm. Boucher & Son, Baltimore	2
Acker, Merrall & Condit, Baltimore	2
Lamar & Rankin, Atlanta, Ga.	2
Moore & Jones, Nashville, Tenn.	3
Fred Barman & Bro., Los Angeles	2
D. P. Carter, San Francisco, Cal.	2
Platter Tob. Co., Dallas, Tex.	2
Ino. B. Ragland, Kingsville, Tex.	2
M. A. Gunst & Co., San Francisco,	3
M. A. Gunst & Co., Los Angeles	2
Cortez Cigar Co., Savannah, Ga.	22
J. & B. Moos Co., Cincinnati, O.	3
The Weidman Co., Cleveland, O.	2
W. H. Upham, Cleveland, O.	2
Metropolitan Cigar Co., Denver	3
W. H. Harris Groc. Co., Richmond,	3
Finley, Acker & Co., Philadelphia	2
Lilly, Dungan & Co., Baltimore	3
Alabama Groc. Co., Birmingham	2
Richardson Drug Co., Omaha, Neb.,	2
Wm. H. McCoyd, Omaha, Neb.	2
J. Hoeing, Cleveland, O.	2
Watt Cigar Co., Minneapolis, Minn.,	2
Turnbein Bros. Co., Atlanta, Ga.	2
Hill Bros., Miami, Fla.	2
J. R. Cohen, Des Moines, Iowa	2
Chas. A. Gantz, Daytona, Fla.	2
Lilly, Dungan & Co., Baltimore	2
Cortez Cigar Co., Savannah, Ga.	20
Geo. G. Eilloff, Dallas, Tex.	3
H. Bercovich, San Francisco	4
A. B. Greenwald Cig. Co., Los Angeles, Cal.	4
M. A. Gunst & Co., San Francisco,	3
M. A. Gunst & Co., Portland, Ore.,	2
The Fair Store, Chicago, Ill.	2
Metropolitan Cig. Co., Denver	2
Frank Reilly, Pensacola, Fla.	2
S. D. Winn Cigar Co., Montgomery, Ala.	4
Capital City Tob. Co., Atlanta, Ga.,	3
Sandefin-Julian Co., Little Rock	2
Morgan & Berwick, Butte, Mont.	2

The Cuban Market

From Our Exclusive Bureau

Havana, Cuba.

HAVANA, May 9, 1914.

OUR plague, as far as mortality is concerned, does not amount to anything worth worrying about, as during the two months of its existence there have been only 18 proven cases, and of which 3 died, 13 were cured or are so far improved that there is no longer any danger, while 2 remain still under treatment. There were a number of suspected cases, but upon medical examination they turned out to be due to other sicknesses. The strict measures taken by our board of health to extirpate the plague have caused not only a great deal of annoyance, but positive losses of a financial nature, and paralyzing business more or less. However, we have reason to be thankful that the same is of such a mild nature and seems to yield readily to treatment.

Dry weather in the country is preventing the opening of the escogidas in the Vuelta Abajo and Partido districts, while on the other hand it is a blessing for the veguenos in the Santa Clara province, as the late cut tobacco thus has a chance to dry. None of our leaf dealers appear to be in a hurry this year to buy in the country, as the outlook for business in the United States is by no means rosy looking; on the contrary, the threatening war cloud between Mexico and the United States acts as a damper upon speculation. Notwithstanding the present uncertainty of the future, if this year's crop should be purchased upon reasonably lower prices, it may yet turn out to have been a blessing in disguise.

Our leaf market has ruled dull, as only a few buyers from the North have made their appearance in our market. Fortunately a few buyers from Tampa arrived in town this week, and their purchases have prevented an utter stagnation. Some moderate transactions also have taken place for Europe, Buenos Aires, and on the part of our local manufacturers of cigars and cigarettes, therefore the total is a trifle better than the previous fortnight. However, we do not look for any real revival until the new crop will come to our market. All the lots that have come forward so far have consisted of the very lowest grades, which have had no real fermentation in the piles, and are only fit for cigarette purposes. It would be also a folly to judge the crop by these early arrivals, and it seems a pity that a few German houses continue to forward sample bales of unripe leaf to Germany, unless they desire to create a bad impression of the new crop in Germany, thereby exercising a pressure upon our market, and causing a fall in prices. The holders of last year's leaf appear to be in bad straits, as heavy losses are staring them in the face, unless, as some people assert, that the real good part of the 1914 growth is after all only limited, which, if true, might create a better demand for the good part of the 1913 crop.

Sales during the last fortnight totaled 3670 bales, or which consisted of: Vuelta Abajo, 2281; Partido, 566, and Remedios, 823 bales.

Buyers were: Americans, 1752; exporters to Europe, 532; shippers to Buenos Aires, 510, and our local manufacturers of cigars and cigarettes, 876 bales.

Exports of leaf tobacco from the port of Havana from April 20th to May 2d, both days inclusive, amounted to 34,135 bales, which were distributed as follows, viz.: To all ports of the United States, 32,928; to Bremen, 284; to Hamburg, 232; to Liverpool, 16, and to Buenos Aires, 675 bales.

Receipts of Leaf Tobacco From the Country.

	For two weeks ending April 30, 1914.		Since January 1, 1914.	
Vuelta Abajo	2,274 bales		9,186 bales	
Semi Vuelta	223 "		1,092 "	
Partido	292 "		511 "	
Remedios	1,357 "		7,336 "	
Oriente	16 "		864 "	
Total	4,162 "	Total	18,989 "	

Buyers of Leaf Tobacco That Come and Go.

Arrivals—From New York: Maximilian Stern, manager-general of the Henry Clay and Bock & Company, Ltd.; Fritz Lederer, of Heinrich Neuberger; Fred P. Griffin, of The Griffin Neuberger Company.

From Tampa: Angel L. Cuesta, of Cuesta, Rey & Company; Edgar J. Stachelberg, vice-president of Sanchez & Haya; Bernabé Diaz, of F. Lozano, Son & Company; Manuel Garcia, of Perfecto Garcia & Brother, and Enrique Pendas.

From Boston: Walter A. Kaffenburgh, of I. Kaffenburgh & Sons.

From Chicago: Harry Slavinski, of Harry Slavinski.

Returned—Edgar J. Pollack, of Mark A. Pollack.

Departures—To Tampa: Andres Diaz, Emilio Pons and E. Berger.

To Chicago: Harry Slavinski.

To Hanover, Pa.: J. Albert Fisher.

Cigars.

We beg to submit the following figures of the exports of cigars from the port of Havana, as per our official customhouse returns, during the month of April, 1914, and the comparison with the same month of the previous year:

From April 1 to April 30, 1913,	18,431,837 cigars
From April 1 to April 30, 1914,	17,537,281 "
Decrease during the month of April, 1914,	894,556 "

There are ten countries which show decreases, thus:

Great Britain and Ireland	721,487 cigars
Australia	535,814 "
Chile	197,102 "
Germany	121,312 "
Panama	94,700 "
United States	89,104 "
Uruguay	58,840 "
Argentine Republic	57,627 "
Peru	49,500 "
Brazil	30,058 "

There are four countries that show increases, as follows:

Spain	557,884 cigars
Canada	343,645 "
Austria	105,585 "
Spanish Africa	77,715 "

The exports of cigars from the port of Havana for the first four months of this and last year now compare, as follows, viz.:

From January 1 to April 30, 1913,	59,356,592 cigars
From January 1 to April 30, 1914,	55,210,848 "
Decrease during the first four months of 1914	4,145,744 "

There are five countries which show decreases of importance, viz.:

Great Britain and Ireland	2,410,272 cigars
United States	1,797,359 "
Chile	682,817 "
Argentine Republic	629,399 "
Canada	408,219 "

Spain is the only country which shows an increase of importance during the above period, with 1,864,379 cigars, as Australia has gone back in her importations, and only stands now with 185,892 cigars in excess of last year.

Business at the moment in our factories is very quiet, as there are very few orders to be filled yet, and new ones are coming forward in only very limited quantities. However, as we are now in the dullest period of the year, it ought not to create any particular wonder, if we could only manage henceforth not to slide back any more, as compared with last year.

Romeo y Julieta, H. Upmann, Partagas, Henry Clay and Bock & Company, Ltd., Por Larrañaga, Castañeda & Fonseca, Sol, Eden, Flor del Fumar, La Flor de A. Fernandez Gargia and La Flor de Tomas Gutierrez are all busy, as far as the circumstances will permit it, but did not give us any particular news, when we called upon them.

Leaf Tobacco and Other Notes of Interest.

Manuel Garcia, of Perfecto Garcia & Brother, of Tampa, has been a buyer of 700 bales of Vuelta Abajo and Partido for their factory, which surely indicates that business must be fair with them.

(*Continued on Page 35*)

Sobrinos de A. Gonzales were sellers of 600 bales of Vuelta Abajo, Partido and Remedios leaf during the past fortnight.

Edgar J. Stachelberg, the vice-president of Sanchez & Haya, of Tampa, has been a buyer in our market during this week, and we have heard that he shall have purchased quite extensively, although not knowing whether he has registered all lots already we abstain from publishing any number of bales.

Don Ramon Cifuentes, the senior partner of Cifuentes, Fernandez & Company, who are the owners of the Partagas factory, had a very exciting time in Vera Cruz on the 22d ulto., when he as a guest of the Hotel Diligencia was right in the line of firing between the Mexican and American troops. In fact, as the Mexicans claimed, or thought, that somebody had fired from the roof of the hotel on the Mexican troops, the commander issued an order to bring all the inmates to the Mexican encampment. When the order was to be executed, and Don Ramon was at the head of the ten or twelve inmates at the hotel entrance, a Mexican marine officer inquired into the matter and stated that absurd orders ought not to be executed. At the same moment a bomb fell from the American fleet, within a few feet of them, but miraculously did not wound any of them, so they were permitted to remain in the hotel until the next morning, when the Americans had become masters of the city, and after waiting for some days in the harbor on board the Spanish man-of-war "Carlos V," Don Ramon finally could leave by the Spanish S. S. "Montevideo," arriving here without any further mishap on the 4th inst.

Don Ramon Cifuentes and Don José Fernandez (Maquila) expect to sail on the 14th inst. by the German S. S. "Kronprinzessin Cecilie" for Spain. The latter will be accompanied by his family, while the former expects to bring his family back from Spain to our city.

Don Eustaquio Alonso, the president of the Por Larrañaga factory, expects to leave on the "Saratoga" the 10th inst. for a short trip to the United States.

M. P. Troy, the representative of the Henry Clay and Bock & Company, Ltd., for the United Kingdom, arrived here from London, via New York, and L. Stewart Houston will leave by the "Saratoga" on the 10th for New York, in order to catch the German S. S. "Imperator" for England and Germany, his usual annual vacation voyage, combined with business.

Manuel Garcia Pulido, the owner of El Ambar cigar factory, and who has a leaf warehouse at 6 and 8 Revillagigedo Street, has had the misfortune that one of his men has caught a mild form of the pest and was carried to the hospital. In consequence thereof the health officers fumigated his warehouse yesterday and will flood it today to kill off the rats. We hope that the necessary precautions were taken not to injure his stocks of leaf tobacco.

Messrs. Behrens & Company, the owners of the Sol factory, have finally purchased the brand "La Devesa de Murias," which they had been working for the past two years under a lease. This brand was the pet of the late Pedro Murias, who when he sold out his factory to the Trust, kept this one for himself. After his death his nephews did not pay the attention to it which it deserved, owing to their many other interests, but now Messrs. Behrens & Company intend to bring this brand back to its former high standard.

Shippers above 200 bales of leaf tobacco from the port of Havana during the last two weeks were:

Mark A. Pollack	5,658 bales
Maximilian Stern	3,449 "
J. Bernheim & Son	2,188 "
I. Kaffenburgh & Sons	2,145 "
Manuel Suarez	2,118 "
Leslie Pantin	2,069 "
M. A. Suarez & Company	1,655 "
Virgilio Suarez	1,451 "
H. Upmann & Company	1,276 "
Selgas & Company	1,222 "
Bridat & Company	1,178 "
Ernst Ellinger & Company	1,041 "
Menendez & Company	1,035 "
Jorge & P. Castañeda	1,016 "
Perez, Capin & Company	988 "
M. A. Gunst & Company, Inc.	930 "
Garcia & Company	620 "
E. H. Gato Cigar Company	440 "
Y. Pendas & Alvarez	405 "
J. F. Berndes & Company	365 "
Sidney Rothschild	335 "
José H. Cayro & Son	200 "
F. Rocha & Company	200 "

ORETANIV.

Fifth Inscription at Amsterdam

At the fifth inscription, which took place at Amsterdam on May 8th, between 3400 and 3500 bales were purchased for the American market. The buying was featured by the purchases of cigar manufacturers; Otto Eisenlohr & Brother and the Deisel-Wemmer Company were among those who bought quite heavily. Among the purchases made the following quantities were reported: A. Cohn & Company, 950 bales; H. Duys & Company, 650 bales; E. Rosenwald & Brother, 580 bales.

Pittsburgh

Retail Trade Shows Improvement—Novel Advertising Features "Rey-Oma Ponies"—Extensive Campaign on "Oasis"

PITTSBURGH, PA., May 8, 1914.

BUSINESS in Pittsburgh is picking up a little, due to the warm weather we have had the last couple of weeks. Some few stands are complaining, but the majority are doing very well.

T. V. Wilkinson, formerly under Mr. Clark, of the P. Lorillard Company, has been made head of the P. Lorillard Company in West Virginia.

Mr. Norbert, of the American Tobacco Company, is in town putting on a new deal whereby they give the dealer a fifty-cent rebate on 3500 of the American Tobacco Company's cigarettes, providing these 3500 cigarettes contain 500 of Butler & Butler brands.

One of the most novel forms of introducing a cigar ever seen in this territory is being used by Mr. Sprague and Mr. Sharples, of the Shipley-Massingham Company. Four small Shetland ponies hitched to a cart, gayly decorated and driven tandem is the medium. The ponies and cart are covered with blankets emblazened with the words "Rey Oma Ponies, the Biggest Value in Little Cigars." The entire outfit is driven up in front of the merchant's door, a trumpet is blown, "Rey Oma Ponies" are given away, and the whole town talks "Rey Oma ponies and cart are covered with blankets emblazoned with the words creating not only talk, but business for the Shipley-Massingham Company.

The Walnut Lunch, a new up-to-date cafe, has opened in McKeesport and installed an elegant cigar department. They carry all sizes of "Cuesta-Rey," "Saramitas," "Rey Omas," "Chas. Denby," "Bachelors" and "Rey Oma Ponies."

"Saramitas" are being heavily advertised in the Pittsburgh papers and are enjoying a nice sale.

H. Schiffman, representing the Denby factory, is doing some elegant work in this territory.

J. B. Galvin, of McKeesport, has remodeled his store and painted the front with "Cuesta-Rey," "La Saramita" and "Chas. Denby."

Sol. Cohen, representing the High Grade Department of the American Tobacco Company, was on his second trip to Pittsburgh. Reports business good. Their "Blue Boar" brand of tobacco is showing a big increase in this market.

I. L. Delaney, of Waynesburg, is successor to Flowers & Delaney, having purchased the interest of his partner, J. B. Flowers.

The "Velvet Joe" advertising in the Pittsburgh papers is causing favorable comment. "Velvet" is growing in this territory.

"Oasis 20's" cigarettes are being advertised very extensively at present in the Pittsburgh territory. The five whole coupons of one-half cent value in each package are making a strong appeal to the consumer.

The Afco Cigar Company have the new Mexican Fatima poster prominently displayed, and it is attracting considerable attention.

The following visitors were in town: R. N. Paris, Manchester Cigar Manufacturing Company, Baltimore, Md.; Henry Ottenberg, importer of Manila cigars, New York; Geo. Becker, A. Lopez & Company; M. M. Siers, Kingston, Pa., first time in Pittsburgh for six years, representing factories in Ninth District; Raymon Rey, Tampa, Fla.; E. G. Dunlap, San Martin & Leon Company; W. A. Charles, G. S. Nichols Company; Nate Shapiro and Val. Keogh, M. A. Gunst & Company; N. E. Nichols, Benson & Hedges, New York; Hall Martin, J. S. Haggerty Company, Fairmont, W. Va.; Herbert W. Jones, M. Melachrino & Company, New York; N. E. Spear, Emze Cigar Company, Philadelphia; R. B. Cowley, Martinez-Havana Company, Key West; M. L. Weiss, Weiss Indies Cigar Company, New York.

A. J. F.

Petition Filed Against Scranton Firm

A. V. Bower, attorney-at-law, of Scranton, Pa., representing several out-of-town creditors, has recently filed a petition in the United States Court asking that the Lackawanna Cigar Company, 142-144 Franklin Avenue, Scranton, Pa., be declared bankrupt. In his statement Mr. Bower alleges the concern owes upwards of one thousand dollars.

Hood River Manufacturer Increases Output

F. M. White, who opened a cigar factory in Hood River, Oregon, the latter part of 1913, has recently stated that the demand for his goods is showing a steady increase and that his output is growing rapidly. Altogether the factory is now turning out six brands. "White's Panatella," a nickel smoke, is the latest product.

San Francisco

Jobbers May Reduce Cash Discount—Oakland Retailers Opposed to Prizes—"Tuxedo" Sales Show Increase—Gus Simon Resigns From M. A. Gunst & Company

SAN FRANCISCO, CAL., May 5, 1914.

THE question of reducing the cash discount to dealers from three to two per cent. was discussed at several meetings of the San Francisco cigar jobbers, but no conclusion has been reached as yet. All the wholesale cigar merchants around the bay are decidedly in sympathy with the present movement concerning the reduction of the discount to the scale universally adopted in the United States with the exception of California, namely, two per cent. in thirty days; but somehow nothing definite has been consummated. Only a short time ago the whole Pacific Coast was paying three per cent., but lately Oregon and Washington have adopted the universal two per cent. scale, so that now California is the only exception. Nobody seems to know why, but the fact remains as stated.

The custom of giving away all sorts of prizes with cigars and cigarettes, and advertising these inducements in the show windows, does not seem to be favored by many Oakland retailers. They are building up an organization whose main object will be to do away with all such "illegitimate" tricks and temptations. Although some of the San Francisco merchants are in sympathy with this view, most of them maintain total indifference while asserting that, be it as it may, something has to be done to enliven the business and to down the competitor. The April business is reported as having been the most satisfactory since the beginning of this year, and the jobbers as well as the retailers believe that the quiet times are at last over and that the rush season is nearing rapidly.

One of the cheering items of news in the San Francisco tobacco world is that B. R. Jones, a popular local cigar man, has just completed the building of his seven-room bungalow in Piedmont Heights, Oakland.

On April 14th Gus Simon, the popular vice-president and director of M. A. Gunst & Company, resigned from the firm with which he has been connected for over a quarter of a century. In accepting his resignation the board of directors adopted resolutions showing the great esteem in which the retiring officer is held by his associates. Mr. Simon is sixty odd years young—a husky, healthy and hilarious boy whom all his friends wish many years of happiness and contentment.

M. A. Gunst has donated $15,000 to the clinic fund of the Mount Zion Hospital for a new building where free medical aid will be given irrespective of creed. Mr. Gunst made this donation in memory of his two sons.

H. L. Judell, of H. L. Judell & Company, has left for the Travelers' State Convention in Fresno, Cal. He will also attend the encampment of the G. A. R. in San Diego. This trip to Southern California is the only kind of vacation Mr. Judell could be induced by his family to take.

The Union Cigar Manufacturers' Home Industry League held a meeting on April 27th to promote the sale of home industry cigars. There were fifty-six concerns represented and officers were elected.

Max Schlueter has purchased from C. H. Noland the cigar store situated at 132 Fourth Street, San Francisco.

Chas. Friesenhausen has sold out his cigar store located at 544 Clement Street, in the Richmond district, to M. Umland.

John P. Fitzgerald has sold his cigar store at 32 Sixth Street to John Douglas, of San Francisco.

La Strada Cigar Company has been incorporated in San Francisco by B. Stranders, C. P. Stranders, H. A. Van C. Torchiana, Jr., I. H. Hymas and T. D. Wilson, with a stock capital of $50,000.

W. B. Schrader, one of the largest tobacco planters in the Hawaiian Islands, has left San Francisco for Grass Valley, in Nevada County, Cal. This county's advent into the tobacco growing industry has attracted the attention of American tobacco investors. Mr. Schrader will spend some time assisting the Nevada County Tobacco Company in its scientific experimental work in tobacco culture. Thousands of plants will be set out in all parts of the county. Mr. Schrader represents the Kona Tobacco Company, one of the biggest tobacco concerns in the Hawaiian Islands.

Hyp Bier has given up the distribution of Berriman Brothers "Jose Vila" cigar.

Philip M. Forristall, of Waitt & Bond, Inc., of Boston, has been in San Francisco looking for a distributor in this territory.

The Court Cigar Company has been incorporated in San Francisco with a stock capital of $50,000 by H. Schwarz, B. Stone and W. A. Stone.

William Wagner has bought the stand on Front and California Streets from C. Maxwell, and now is making a fine showing of the "Webster" in his window.

A fire this week destroyed the Orange Cigar Store in Porterville, Cal., causing a loss of $2700, fully insured.

Jackson's Cigar Store was destroyed in a conflagration which swept the business district in Globe, Ariz., causing a total loss of $20,000.

Detectives a few days ago arrested John O'Day after he won five hundred cigars from the clerk at a cigar store in Ellis Street. The clerk was astonished when the detectives showed him that O'Day had substituted loaded dice for those provided by the store for a "26" game.

J. C. Day, of Manteca, Cal., has sold his pool room and cigar business to Lester Sanford.

The Combs Brothers, of Red Bluff, Cal., who for many years maintained a cigar store with a side line of men's furnishings, have outgrown their present quarters and are going to occupy the building formerly leased to the Brass saloon.

The Tobacco Company of California reports a decided increase in "Tuxedo" sales owing to the liberal leather pouch offer of the American Tobacco Company.

Ed. Marshall, representing Sig. Mayor & Company, manufacturers of "El Wadora" and "Rey Oma" cigars, has left San Francisco for Los Angeles on a prolonged business trip.

ALLEN.

Kaskaskia Tobacco Company Incorporated

The Kaskaskia Tobacco Company, which occupies rooms at the corner of South First and Morgan Streets, Shelbyville, Ill., has received articles of incorporation. The incorporators are Martin Mochel, C. B. Garvin and Henry Pauschert, and the capital stock is $10,000, with 500 shares at $20 each. Of this amount $8460 has been paid in. The principal portion of the stock is held by the three incorporators. Other stockholders are Fred H. Pundt, J. C. Willard, F. D. Crook, H. Briggs, William H. Hoehn, J. Y. Hamlin, H. J. Hamlin, R. J. Frazier, George L. Dearing, George E. Korrer, W. S. Middlesworth, Frank Stone, Michael Kessel and M. O. Finks.

At a meeting of the stockholders the following directors were elected: Martin Mochel, Henry Pauschert, C. B. Garvin, J. C. Willard, Frank Stone and George L. Dearing.

Establishment of a Tobacco Monopoly in Ecuador

According to a report from Consul General Frederic W. Goding, Guayaquil, Ecuador, a government monopoly of the manufacture and sale of tobacco in Ecuador was authorized by a law of November 3, 1913.

By the provisions of this law, the government is to buy tobacco in the leaf, contract for its manufacture, fix prices and market the manufactured product. Such quantities as are not consumed at home are to be sold abroad through the consular service. The net proceeds from the tobacco monopoly are to be used in the construction of roads and railways.

Tobacco Expert Chosen From Kentucky

J. A. Hatter, a student at State University, Lexington, Ky., has been notified by the Department of Agriculture at Washington that he has been selected to fill the position of tobacco expert in the Philippine Islands. Mr. Hatter, whose home is in Franklin, is a senior in the College of Agriculture, and has made a special study of tobacco. He will have charge of the agricultural experiment station in the islands and will have supervision over all experiment work.

To Remove Tobacco Factory to York

Efforts of the York Chamber of Commerce have resulted in the decision of H. A. Stoothoff Company, of Mount Vernon, N. Y., to move their tobacco factory to that city. They are engaged in the manufacture of tobacco products, including tobacco dust, siftings, tobacco powders, scraps and nicotine, most of which are shipped to South America and to Mediterranean seaports. Thus York is to have an addition to its diversity of manufactures. The company has leased the four-story brick warehouse on East Clarke Alley, at the rear of No. 43 East Market Street, from the David E. Small estate. The plant at Mount Vernon will be dismantled, beginning July 1st, and this equipment will be moved to York a once. The company will bring a number of experienced employees along, but employment will also be given to York people.

JOBBERS & DISTRIBUTORS DEPARTMENT

Fay Lewis & Brothers Company Display "Harvester"

FAY LEWIS & BROTHERS COMPANY, of Milwaukee, are now inaugurating a campaign on "Harvester," their leading house brand. The window displays being used are of a new type and entirely strange to the tobacco trade. Rich colors and luxurious surroundings feature the window decorations. "As good as a mild cigar can be" is the slogan that has become synonymous with "Harvester" cigars, and this is being well displayed along with the smokes. Flowers, too, seasonable ones, are tastefully arranged in some of the decorations, and the attention that these window demonstrations are attracting is indicated by the cash registers in the stores where "Harvester" cigars are sold. Floyd Byrum is credited with the design and execution of the displays.

Joseph P. Manning Company Featuring "Charles Carroll"

Joseph P. Manning Company, well-known jobbers of Boston, are at present engaged in a campaign on the "Charles Carroll" cigar, made by S. I. Davis & Company, of New York. The brand is carried in a number of sizes and is Sumatra-wrapped. The smoke seems to have found favor with the consumers of Boston and much duplicate business has been secured. The manner in which "Charles Carroll" has been received in Boston has encouraged the house to continue its efforts to further increase the sales on the brand.

The Klingenstein Company is Campaigning

"Cinco" cigars are still receiving considerable attention in the campaign which the Klingenstein Company, of Los Angeles, is carrying on at present. There are some splendid window displays on this cigar about the city and the brand still continues to grow in favor.

The "La Preferencia" cigar is being widely advertised in the newspapers and the company reports that some healthy results are being secured.

Parker-Gordon Cigar Company Has Novel Humidor

The Parker-Gordon Cigar Company, of St. Louis, has a brand-new novelty in the way of a glass-top humidor. This is being distributed for the display of "Osceola" cigars. The feature of this new humidor is the ringing of a bell whenever the lid is lifted. When the clerk hears the bell ring his attention is attracted to the customer who has opened the box.

Business Good With J. Lanoff

Business continues good with J. Lanoff, jobber and distributor, as well as importer, at 1015 South Halsted Street, Chicago. He is carrying a full line of Havana and Manila cigars, and is one of the biggest jobbers in the West of Pennsylvania-made cigars. "El Massey" is the leader among his clear Havana goods. Considerable success was attained by the use of an automobile by the head salesman of the firm, and it is now stated that the house contemplates adding more automobiles for the use of their selling force.

New Jobbing House Opens Doors

WILLIAM A. VORHAUER & COMPANY has opened a new jobbing house at 206 West Randolph Street, Chicago, Ill. As it is to be the distributor for "Bolano" goods, it has already a rapidly growing trade to handle, and with its well-equipped sales force, there is no reason why there should not be a rapid growth on this line. Among the lines which the house will handle are "Flor de Bolano," "Elgardo y Lucia," "Royal Banner," and "Original Handmade," a five-cent brand made for the firm by Spietz & Worth, of Detroit. The sales staff, which starts with the house at the opening, is composed of Fred C. Vorhauer, F. B. Schrader, Robert Brunton and E. H. Lee. These men are well known in the trade circles of Chicago.

Two Firms Buy Astoria Cigar Business

A deal involving about $25,000 was recently consummated in Astoria, Ore., when William Madison disposed of his wholesale and retail cigar business to two local firms. The wholesale stock was taken over by Ross, Higgins & Company, who will transfer it to their establishment on Bond Street. This firm has been conducting a wholesale tobacco business for some time and with the addition of this new stock they will be able to give their patrons the best of attention.

Straus & Dean, who at present conduct a retail store at the corner of Fourteenth and Commercial Streets, have purchased Mr. Madison's interests in the retail store. This will give the firm two stores.

The Madison store is a long-established stand, having been opened nineteen years ago. It has remained in the same location for the entire period. Mr. Madison has been forced to dispose of his interests owing to failing health. He has decided to go to California for several months, where he hopes to recuperate.

Boom for S. Monday & Sons

S. Monday & Sons, the Brooklyn jobbers, have made big increases in their trade since they were placed on the "direct" list, and became out and out competitors of the Metropolitan Tobacco Company.

Their New England representatives are sending in many orders and their wagons can be seen on the streets of Greater New York almost any time of the day, while the Westchester County motor truck has been kept going all the time on orders for that county.

This house also manufactures little cigars and their "Brand M," "Hunters" and "Imperialettes" are receiving proper recognition from the trade.

Yahn & McDonnell are featuring their "Trade Mark" cigars throughout their several stores, and meeting with good success. This is marketed especially to meet the requirements of box trade desiring a good smoke for $5 the box.

Los Angeles

Klingenstein Company Reports "Cinco" Going Big—"Lovera" Making Tremendous Headway—Weather and Business Conditions Good

LOS ANGELES, CAL., May 7, 1914.

WILLIAM VEITH, city salesman for Haas-Baruch & Company, is doing a very fine bit of work on "Lovera" Banderos. He has placed them with all of his trade and they are repeating very fast. Haas-Baruch & Company report "Lovera" cigars as the greatest creators of satisfied customers they know of, which is verified by the repeat orders being received at headquarters every day.

The Klauber-Wangenheim Company have been conducting an unusually strong campaign on their leading brands of cigars. They have been receiving "Optimos" in bond every week, and the "Optimo" cigar is in big demand in their territory on account of the very fine quality of this popular brand. "Chancellor" cigars are constantly gaining over the Klauber-Wangenheim territory and "Chancellors" are surely one of the best big sellers in Los Angeles.

Melville Klauber, the senior member of the firm of Klauber-Wangenheim Company, is now en route home after a year of absence in Europe.

The Klingenstein Company have furnished their country salesman, Abe Goldring, with a Studebaker delivery car, and it is one of the handsomest of cars seen hereabouts. Mr. Goldring is very much pleased with this car.

The Exchange Building Cigar Store

The illustration herewith shows the cigar store of the Exchange Building, operated by E. L. Bashford, 321 West Third Street, Los Angeles, where a high grade of cigars are continually in stock.

H. H. Manley was here last week and was very much pleased with the manner "La Preferencia" cigars are going.

"Milo" and "Duke of York" cigarettes are the cause of increasing sales every day report the Klingenstein Company.

C. W. McCormack, representing the Pendas & Alvarez Company, manufacturers of the "Webster" cigars, is spending a few weeks with the Klingenstein Company.

Geo. J. Yocum, of Yocum Brothers, has done some elegant work on "Y-B" and "Spana Cuba" cigars, the Klingenstein Company being the sole agents of these two splendid brands.

Louis Eisenlohr, of the firm of Otto Eisenlohr & Brothers, is here calling on the Klingenstein Company and is very much pleased with the way "Cinco" cigars are selling. There are some elegant window displays on "Cinco" cigars about town these days.

Mussatti-Boggio Cigar Company report increasing demand for the "Reynaldo" cigar, manufactured by Luckett, Luchs & Lipscomb, of Philadelphia, Pa. This cigar was just recently taken over by this firm and they have shown steadily increasing sales daily. It is an excellent piece of goods and is bound to come to the front soon. They also report "Piquant" cigars as moving nicely.

ALKALI.

The Dan Forrest Cigar Store, Kenton, O., has been removed to the Kenton National Bank Building. Growing trade made it necessary for the store to have larger quarters.

Cleveland

City Adopts Eastern Time—Good Displays on "La Saramita"—Business Conditions Show Improvement

CLEVELAND, O., May 11, 1914.

THE latest advancement which Cleveland has made is the adoption of Eastern time, giving everybody the advantage of one hour more of daylight. The new time has met with a general success and is being adopted by all the surrounding towns.

George B. Scrambling, head of the George B. Scrambling Company, 1422 West Third Street, was in Washington recently conferring with the war officials regarding the Mexican situation. Mr. Scrambling is captain of the Cleveland Greys and in case of war with Mexico this company would be one of the first to be called from this section.

J. W. Klein, representing Louis Brothers Company, of Richmond, Va., has been working in Cleveland on the two popular brands, "Edgeworth" and "Quboid." These brands are certainly showing an enormous increase through this section, due to Mr. Klein's efforts. He has been putting in some very attractive window displays and placing a lot of attractive show cards in all sections of the city. These brands are bound to stay on the increase, as Mr. Klein does not overlook anything to keep them on the jump. He will leave for Western Pennsylvania next week and expects to be gone about six weeks.

F. Cofall, 10,507 Euclid Avenue, who has taken over the cigar store formerly run by the Unger Cigar Company, has been steadily increasing his business and is constantly adding many features to make his stand the talk of the corners. He has already got the boys coming and should make a live-wire stand out of it.

A. C. Wertheim and L. B. Shields, of the Shields-Wertheim Company, manufacturers of "La Saramitas," will spend a few days in Mt. Clemens.

Grover Mendelsohn, of the Mendelsohn Cigar Company, has just returned from Cincinnati and surrounding towns, and has succeeded in placing his brands with Henry Strauss for that section.

R. Rosenberg, who formerly owned the cigar store in the Adams Hotel, 90 Public Square, has bought the hotel of Eddie Clifford and expects to secure a license and run a high-grade cafe in connection with the hotel.

M. Halper, who purchased the cigar store from R. Rosenberg, is already well under way in making a big showing for a new comer. Mr. Halper manufactures "Halper's Stogies" and "Uncle Joe Stogies," which are enjoying a big run in all parts of the city.

The Shields-Wertheim Company reports business as being very good. "La Saramita" and "Saramita Fives" are being displayed in all sections of the city. Their many and varied show windows have created much comment and are assisting in winning many new friends to these two popular brands.

Pittsburgh was the scene of another heavy campaign both in the selling end and window work on the "Saramita" brands. The campaign was put on by Shipley-Massingham Company, assisted by Fred P. Shields, the factory man.

Jack Curry, the popular tobacconist, has joined forces with the Fred G. Gollmer Cigar Company and is operating their stand at Twenty-fourth Arcade. Jack should make a big success of this stand, as he has a host of loyal friends.

Verne Owen, who is operating the Rathskeller stand for the Fred G. Gollmer Company, is setting a fast pace for the rest of the stands to follow. He has nursed this stand along and made it one of the leaders of its kind in the country. This is due in part to his genial personality and furthermore by the excellent selection of stock carried. Among the brands featured are "Somellos," "El Modelos," "Henry the Fourth" and "La Saramita."

The Consumers No. 2 Stand, located on lower Superior Street, and operated by Al Cohen, is coming along slowly but surely, and it will be only a short time before it is one of the most popular stands in that section of the city.

George Bassett reports business as steadily increasing. He has shown a big gain over last year and promises to have one of the most popular stands in town. His stock of cigars, tobaccos and smokers' articles is hard to equal and is proving to be a big drawing card. Mr. Bassett showed the writer a sample of tobacco which was raised on his land in the Isle of Pines. Mr. Bassett is anxious to get down on his island property and get started raising tobacco on a big scale as several expert tobacco men have told him that his land should produce an excellent crop of tobacco.

The several stores in the M. Glucksman chain are coming along nicely. Business has opened up for them during the spring and they are proving to be the livest stands in the downtown section.

The Euclid Hotel Cigar stand, formerly operated by Frank Keyes, has been taken over by the hotel management and is being operated by them.

JERRY.

E. G. Fidler, Womelsdorf, Pa., manufacturers of the "Peyton Randolph," a ten-cent cigar of admirable qualities, and "El Rocco," a nickel cigar of renown, closed some attractive business when in Philadelphia this week.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 236 Chestnut Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

REGISTRATIONS.

FLOR DE CARROLL:—30,069. For cigars, cigarettes and tobacco. April 27, 1914. E. F. Carroll, Milwaukee, Wis.

BADGER:—30,070. For cigars. April 27, 1914. Theo. Bosacki, Antigo, Wis.

LA FLOR DE BUCKINGHAM:—30,071. For cigars and cigarettes. April 27, 1914. Maurice Jacobson, Chicago, Ill.

J. X.:—30,072. For cigars and smoking tobacco. April 27, 1914. Otto G. Fusz, Lyons, N. Y.

EL RECITATOR:—30,073. For cigars, cigarettes and tobacco. April 27, 1914. Moehle Litho. Company, Brooklyn, N. Y.

OLD BLEND:—30,074. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 28, 1914. Joseph McInerney, Lynn, Mass.

WASHINGTON-HAND-MADE:—30,075. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 28, 1914. Davis, Sherk & Mason Cigar Company, Reading, Pa.

Q. N. S.:—30,076. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 28, 1914. Gus Neuwahl, Altoona, Pa.

PEEPIES:—30,077. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 28, 1914. Gus Neuwahl, Altoona, Pa.

KITTENS:—30,078. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 28, 1914. Gus Neuwahl, Altoona, Pa.

TWO BOBS:—30,079. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 28, 1914. Merchants Cigar Box Company, Dallastown, Pa.

BURICA:—30,080. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 30, 1914. Calenti & Cobas, New York, N. Y.

JUAN RIANO:—30,081. For cigars, cigarettes and tobacco. April 30, 1914. Moehle Litho. Company, Brooklyn, N. Y.

PAMIES & ARANGO'S HIGH BALL:—30,082. For cigarettes and tobacco. April 30, 1914. Chas. Stutz Company, New York, N. Y.

SUGAR HOUSE BOQUET:—30,083. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 2, 1914. Canton Cigar Box Company, Canton, Ill.

FAVORITE STAR:—30,084. For cigars and cigarettes. May 2, 1914. J. B. Schultz, Baltimore, Md.

THE LOVE OF MIKE:—30,085. For cigars and cigarettes. May 2, 1914. Moehle Litho. Company, Brooklyn, N. Y.

EL FEADO:—30,086. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 2, 1914. S. Bontelji, Philadelphia, Pa.

SAMCO:—30,087. For cigars, cigarettes, cheroots and stogies. May 2, 1914. Hilbronner & Jacobs, Philadelphia, Pa.

JIMINEZ:—30,088. For cigars. May 5, 1914. Gus Neuwahl, Altoona, Pa.

FUNGO:—30,089. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 5, 1914. Gus Neuwahl, Altoona, Pa.

CHAMPION WALSH:—30,090. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 5, 1914. Herman Miller, Chicago, Ill.

EDWARD WALSH:—30,091. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 5, 1914. Herman Miller, Chicago, Ill.

KILLIKINNICK:—30,092. For cigars, cheroots and stogies. May 5, 1914. C. E. Acton, Belmont, Ohio.

HINT:—30,093. For cigars, cigarettes and cheroots. May 5, 1914. Mendel & Company, New York, N. Y.

HOOSIER:—30,094. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 5, 1914. Harry Lopez, Montgomery, Ala.

MANILA ROPE:—30,095. For cigars. May 5, 1914. Schmidt Brothers, Festus, Mo.

ENCORE MIEUX:—30,096. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 5, 1914. Julien Masson, New York, N. Y.

B. & M. JUNIORS:—30,097. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 5, 1914. B. Payn's Son's Tobacco Company, Albany, N. Y.

YANASH:—30,098. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 5, 1914. C. Voicly, New York, N. Y.

VIBRATOR:—30,099. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 5, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

NEW THOUGHT:—30,100. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 5, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

EL DAZORA:—30,101. For big and little cigars, cigarettes and tobacco. May 6, 1914. Newmann & Gach, Chicago, Ill.

NEW AMERICAN CUSTOM HOUSE:—30,102. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 6, 1914. Stein Brothers, St. Louis, Mo.

THORA:—30,103. For cigars, cigarettes and tobacco. May 6, 1914. Moehle Litho. Company, Brooklyn, N. Y.

LA PALLANZA:—30,104. For cigars, cigarettes and tobacco. May 6, 1914. Moehle Litho. Company, Brooklyn, N. Y.

CLIFTON ARMS:—30,105. For cigars, cigarettes and tobacco. May 8, 1914. Moehle Litho. Company, Brooklyn, N. Y.

TRADE BANNER:—30,106. For cigars, cigarettes and tobacco. May 8, 1914. Moehle Litho. Company, Brooklyn, N. Y.

CORRECTION.

L'OREGO:—29,672. Registered January 16, 1914, and published as having been registered by the Associated Cigar Stores of America—same should have read: Registered by J. Sirlin.

Some Decision for North Dakota

The long continued fight between the users and non-users of tobacco as to the personal rights of the one to breathe pure air and the other to befoul it with smoke has reached the Supreme Court of North Dakota and that judicial body has set a precedent which, if followed by other State courts will result in much trouble for the man who chews and smokes.

In this decision the North Dakota judges hold:

"The courts can take judicial notice that the use of tobacco in any form is uncleanly, and that its excessive use is injurious, that the use of tobacco in any form by the young is injurious.

"The courts can take judicial notice of the general fear in their community that drugs and opium are, and can be, mingled with snuff and be less readily detected than in other forms of tobacco.

"Police statutes can only be set aside as unreasonable interference with the right to liberty and property, if it can be said that they cannot possibly have any reasonable relation to the public health, morality or the real public welfare."

From the wording of the above opinion, it may be assumed that the State of North Dakota has passed some statute as a police regulation, looking to the remedying of the free use of tobacco by minors, and in the legal contest that followed the Supreme Court of that State has widened the authority of the statute to include all users of the weed.

Detroit Cigar Factories Show Gain

That Detroit-made cigars are popular all over the country is shown by the March record. During that month the factories produced 24,000,000 cigars, which is a gain of 2,000,000 over the same month in 1913.

Reports of the tobacco factories show that they did a good business in March with an increase over last year. It is expected that 1914 will see a new record in tobacco manufacture in this city.

Toledo

Work Being Rushed on the Toledo Club Building—J. B. Moos Company Campaigning on "Permit"—Movement to Close All Stores on Sunday

TOLEDO, O., May 11, 1914.

A NEW cigar store has been opened in Toledo on Summit Street by C. L. Paine.

Ben Block, of the Philip Morris Company; G. W. Hardee, of the Gonzales & Sanchez Company; also Charles Baswitz, of the same concern, and Charles Morris, of the "La Integridad" factory, were late visitors to the Maumee City.

Joe Threm has opened a new cafe and restaurant at the corner of St. Clair and Jackson Streets. A bowling alley is conducted in connection therewith. A large variety of cigars are handled.

Fred E. Dunham is the new traffic manager of the Pinkerton Tobacco Company, which has its main plant in Toledo. Mr. Dunham was formerly chief clerk in the freight department of the Hocking Valley Railroad.

Business at the stores of Stark & Hawkins, located in the Ohio, Spitzer and Nicholas buildings, is reported to be very favorable. All three establishments are very popular among the business men of Toledo, due partly to the courteous treatment of the various managers and clerks and partly due to the fine stock of cigars which is always kept on hand.

The formal opening of the New Grand Hotel, 514 Adams Street, took place on April 29th.

The fine new home of the Toledo Club at Madison Avenue and Fourteenth Street is beginning to take form. Nearly all the steel frame-work is in position, and when this is completed the rest of the work will be rushed so as to get the building opened this year, if possible.

An active campaign is on here in connection with the "Permit" cigar through the branch of the J. B. Moos Company, distributors. It is a five-cent cigar.

A strenuous movement is on to close all stores on Sundays owing to the recent prosecution of a few owners of meat markets who have been keeping open on the Sabbath. The butchers and grocers are actively interested in the matter and state if they must close they shall expect the cigar stores to do likewise.

ODEL.

E. F. Tinney, who recently bought the R. F. Carnes store, in Keystone, Ind., destroyed all the tobacco he found in the place and refuses it to be used in his place of business. This news will probably bring joy to Dr. Pease and Wilbur Glenn Voliva.

Baltimore Leaf Tobacco Men Hold Election

The Leaf Tobacco Association of Baltimore held its annual meeting recently in the State Tobacco Warehouse, at Baltimore, and re-elected its officers for the year. In the annual report it was shown that the 1914 crop already marketed was small and that the prospects were that the entire year's crop would be small, but with good prices for the better grades.

The new crop tobaccos already marketed were said to be heavy in character and the ground leaf crop the smallest on record for several years.

The officers are: President, Charles E. Moore; vice-president, George A. Buchheiser; treasurer, John Stokes; secretary, G. Louis Hester; new directors, John Stokes, G. A. Buchheiser and James A. Dawkins.

Winston-Salem Market Shows Good Increase

Sales on the Winston-Salem, N. C., leaf tobacco market for the month of April, 1914, aggregated 1,265,656 pounds for which $134,428.42 were paid. The sales in April, 1913, amounted to 110,019 pounds, for which $9790.46 were paid. Gain over last April, 1,155,637 pounds and $134,637.96.

For the season beginning August 1, 1912, and closing May 1, 1913, 23,341,239 pounds were sold for $3,149,940.70, against 28,617,711 pounds at $4,427,111.44 for the season from August 1, 1913, to May 1, 1914, a gain of 5,276,472 pounds and $1,277,170.74 for this year.

Pattersons Have Self-Moistening Humidor

The Pattersons are at it again. Doing the unusual is the usual thing with them. Mr. M. C. Patterson, president of the Patterson Brothers Tobacco Company, Inc., while discussing the matter of keeping smoking tobacco moist after it reached the consumer, told of a new departure in humidor construction he has just adopted.

Mr. Patterson said that the wetted sponge has been the accepted solution of the dry tobacco problem, but "a sponge is a dead animal, and when wet, slowly decomposes and decays. It is bound to harm the flavor of smoking tobacco."

"Blotting paper," he says, "is far preferable to the sponge, but even blotting paper has its defects. It is of a vegetable composition, and deteriorates when wet."

The Pattersons have adopted a new one-pound "Patented Pottery Self-Moistening Humidor" for putting up "Whip" and "Queed" tobaccos. The cover is left unglazed on the inside. You simply run water on the inside of the cover and the unglazed surface soaks it up. You then clamp the cover on the humidor and the tobacco is kept just moist enough for good smoking. The cover being of special baked clay, has no taint or odor and the purity as well as the condition of the tobacco is perfectly preserved.

The humidor is a handsome example of the potter's art. Its perfectly green color and handsome glazed surface, together with its graceful proportions, are sure to win it a warm welcome from every pipe smoker, as well as being a very useful vessel for many purposes around the house after the tobacco has been used.

The Pattersons say, "It's good enough to go with our 'Whip' and 'Queed' smoking tobaccos—which is the highest praise one can give it."

New Warehouse for J. C. Hauer's Sons

Ground has been broken by J. C. Hauer's Sons, the tobacconists, of 845 Cumberland Street, Lebanon, Pa., for a large warehouse in the rear of their present buildings. The new building will have a width of 33 feet and a depth of 112 feet. A portion of the building will be two stories high, while the remainder, 95 feet, will be one story high. The structure will be of brick.

New Cigar Company for Gary

A cigar company to be headed by Mayor R. O. Johnson, is in the course of formation in Gary, Ind. The company will be capitalized for $15,000 and will engage in the manufacture of high-grade cigars.

The concern will be a closed corporation with the following officers: R. O. Johnson, president; C. L. Johnson, vice-president and secretary; Henry Wellner, treasurer.

The new concern will operate at the Wellner factory at 1408 Broadway for the present. As soon as the increase in business demands larger quarters will be acquired. Twenty experienced cigarmakers are to be employed at once in turning out the three "Mayor Johnson" brands and the two new brands to be manufactured by the company.

The name of the new concern has not yet been definitely decided upon. Mayor Johnson will finally determine the name under which the concern will operate.

Only the highest grades of imported leaf tobaccos are to be used in the manufacture of the company's products.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

"OLD DRURY" IS A SELF SELLING CIGARETTE
Willie Collier says, "Every puff a plug." Cork or plain. Write for territory. Old Drury Cigarette Co., 143 West Fortieth Street, New York City.

MONROE ADLER,
CIGAR BROKER,
186 N. La Salle St., Chicago, Ill.
6-17-he

LANCASTER STOGIE COMPANY,
MANUFACTURERS OF HIGH GRADE STOGIES,
120 Water St., Lancaster, Pa.

AN ESTABLISHED MANUFACTURER desires a few more accounts on his or private brands. Address Box 21, "The Tobacco World."

CARL RUGE & COMPANY
Leaf Tobacco Brokers, Dayton, Ohio
In daily touch with all the country as well as local packers. Samples and quotations cheerfully furnished. 12-1-ch

HIGHEST GRADE OF WHEELING STOGIES—That will please the most exacting smoker, are made by C. A. Kase, Seventh and Main Streets, Wheeling, W. Va.; Factory 33; Established 1895.

Wanted.

CASH PAID FOR CUTTINGS, SCRAPS & siftings.
Write to H. Adler & M. Meyerson, 332 E. 48th, New York

IMPORTANT NOTICE TO CIGARETTE MANUFACTURERS—We manufacture cigarettes for the trade; we also supply tobacco boxes and labels 25 per cent. cheaper than elsewhere. Brands registered. Write for particulars. Live distributors wanted. The Soter Company, 235 Canal Street, New York City.

Wanted.

RETAIL CIGAR SALESMAN of unquestioned ability and experience to work in New York. Must be active and energetic. "R. M.," care of Tobacco World.

WANTED—Unlimited quantities of "Seed Cuttings" and "Siftings." Get our new quotations for cash. Interstate Tobacco Company, Longacre Building, Forty-second Street and Broadway, New York.

For Sale.

HAVANA SHORTS—Pure Vuelta; fine aroma. Lopez, 353 E. 78th St., New York. 9-1-tf

IMPORTED HIGH GRADE STRIPPED AND BOOKED HAVANA—Remedios, Partidos and Vueltas, 65c. to 80c. a pound in bond. Carl Vogt's Sons, 176 Water Street, New York City.

FOR SALE—Remedios Havana shorts, pure and clean. Guaranteed A-1, or money refunded. Fifty cents per pound. Edwin Alexander & Co., 178 Water Street, New York.

FOR SALE—A cigar factory in a city of 25,000 out West, working three to six men the whole year, mostly on Bit goods. The best of trade. Have my own lithograph label. Address Box 33, "The Tobacco World."

FOR SALE—Practically new Ludington cigarette machine. Address, Richard W. Menzies, 428 Bainbridge Street, Brooklyn, N. Y.

Situations Wanted.

PRACTICAL SUPERINTENDENT OR FOREMAN—With executive ability, fifteen years' experience. Had charge of three factories at one time, employing 2000 cigarmakers, suction and hand work. Am practical cigarmaker. Address, Superintendent, P. O. Box 52, Lancaster, Pa.

SUPERINTENDENT OR FOREMAN—Knows how to handle and get help and results. Fifteen years' experience, practical cigarmaker. Address, "Superintendent," Box 52, Lancaster, Pa.

Cigar Manufacturers Bankrupt

Henry J. and William H. Wagner, manufacturers and retailers of cigars, as Henry J. Wagner & Son, 24-26 East Fifth Street, Dayton, O., recently filed a voluntary petition in bankruptcy in the United States District Court. Their schedules, filed with the petition, list the liabilities and assets of the partnership at $5836.24 and $2851.57 respectively. Neither partner has any individual indebtedness or assets.

Among the larger unsecured creditors are John Staun Company, Cincinnati, $1161.60; J. B. Moos Company, Dayton, $761.96; Landis Leaf Tobacco Company, Dayton, $366.27; Charles Keyer, Cincinnati, $269.58; M. J. Schwab, Dayton, $194.72; the L. W. Keyer Company, Dayton, $17.47; N. Gunther, Cincinnati, $120.04; and the First Savings and Banking Company of Dayton, $2500. All of these creditors, with the exception of the Dayton bank, hold accounts for merchandise. The bank's claim is on a promissory note.

The assets of the partnership include stock in trade, valued at $1400; tools and machinery, $400, and debts due on open accounts, $1051.71.

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The Best Individual Cigar Pouch on the market
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New Home of Banner Cigar Company Started

Foundations are now being laid for the new home of the Banner Cigar Manufacturing Company, Warren and Mitchell Avenues, Detroit, Mich. The company has the reputation of building the first modern cigar factory in Detroit, that being the one at Randolph and Congress Streets. The Banner Cigar Manufacturing Company is one of the oldest manufacturers of high-grade cigars in the West.

The new factory will be more conveniently located for the workmen and will seat 600 hands. The new building will cost $60,000. It is expected that it will be ready for occupancy by next August.

The officers of the company at present are: Com. M. B. Mills, president and treasurer; Card Garrison, secretary; T. B. Gaghan, assistant treasurer.

C. D. Zuber, a well-known cigarmaker of Litchfield, Ill., is planning to erect a cigar factory at 816 North Jackson, where he will shortly open up for business. The work is under way and it is understood that the factory will be thoroughly modern in every respect.

Established 1870 Factory No. 79

S. R. KOCHER
Manufacturer of Fine Havana and Domestic Cigars and packer of Leaf Tobacco
Leading brands—"Volitta," "Quaker," Nabobs," "1-4-5," "Havana Cream," "Imperial Beauty," "Little Yara"
Correspondence with wholesale and jobbing trade invited
Factory and Offices: WRIGHTSVILLE, PA.

Leaf Tobacco Notes

PENNSYLVANIA.

LANCASTER, PA.

This year potatoes will supplant tobacco in many parts of Lancaster County, a number of districts reporting that the tobacco acreage will be curtailed fully twenty-five per cent. Should this rate of decrease be very general it would cut down Lancaster County's area in tobacco to about 12,000 acres.

Local packers are hopeful that this will be the case, as a shortage in Lancaster County's output would help them sell their old goods, of which they have large stocks in their warehouses. The bulk of the 1913 crop sold, put at about sixty per cent. of the output, is held by local packers, who are rather anxiously waiting for it to go through the sweat in order to get a line on its qualities, which well mean its possibilities for them in the way of doing business.

As 1911 and 1912 packings are bringing sixteen cents and under, none of the dealers look for gilt edged prices for the new tobacco, unless a boom takes place in the cigar industry, now greatly depressed.

CONNECTICUT.

HARTFORD, CONN.

The young tobacco that has been in the beds under glass or under cloth has been severely damaged by the continued unfavorable weather and it is the opinion that it will mean the sprouting of new seeds or the purchasing of plants from some of the more fortunate growers. Except where the soil is more or less sandy there has been little plowing done and it is believed from present conditions that the crop will be at least a month later this year than is the average. Some of the growers look on this as a favorable condition, as the tobacco would then be in the fields during the latter part of August, when the rainy and sultry spell generally makes its appearance, instead of in the sheds where it has every chance to pole-sweat. Other growers hold the opinion that early frosts are apt to catch the crops if the season is late.

THE CAROLINAS.

WINSTON-SALEM, N. C.

For some reason or other tobacco for the past three years has sold higher during the first and middle portions of the season than at the end. The tobacco farmers seem anxious to sell their tobacco as soon as they can get it to the markets after it is cured. For this reason there is a demand on foot for an increase in the sales forces by several of the larger markets.

The larger buyers are opposed to any increase in the number of sales, as they argue that they will be unable to handle their purchases properly.

WISCONSIN

MADISON, WIS.

Prospects for good prices have never been better than this year, owing to the scarcity of Wisconsin binder leaf in the market, and many growers no doubt will take advantage of conditions and increase their acreage, wherever shed room is sufficient. Should Wisconsin double its output there would be no reduction in price, and it would mean $12,000,000 to the Badger State against $6,000,000 this year. Wherever tobacco is grown land sells at the best figure.

STOUGHTON, WIS.

The tobacco warehouse season is closing, with a few operators still doing business. The United Cigar Manufacturers at Portage have packed about 7000 cases of 1913 and others have been doing up the crop of last year. The leaf has proven satisfactory to the trade and owing to scarcity of binders it will soon be utilized for cigar purposes. The big concerns will hold what they need for their own factories and very little surplus will remain for others. An effort is being made this year to select the best seed for 1914, to avoid damage of the goods while passing through fermentation. An even, though smaller leaf, will be sought by the dealers.

FLORIDA.

QUINCY, FLA.

The outlook for a good crop of tobacco in Gadsden County is unusually propitious. The farmers of all the region have been busy for some time setting out their plants and the greater portion of the plants are now set and are growing nicely. The tobacco grown in that section is of two varieties, or rather it is grown in two different ways, under shade, which is called "shade" tobacco, and in the open, which is called "sun" tobacco. It is said that while the prospects for both kinds are good that for the sun tobacco is unusually excellent.

Leslie Benfer, of Vinton, Ia., has recently leased a property on Main Street, Shellsburg, Ia., and will shortly open his cigar factory there. Mr. Benfer has been engaged in the cigar business for a number of years and has several established brands to begin work with.

Bock-Stauffer Company Lease New Quarters

The greater part of the four-story building at 1111-1119 Penn Avenue, Pittsburgh, has been leased by M. Arnfeld & Sons to the Bock-Stauffer Company. Some time ago the lessees took over the entire business of the R. & W. Jenkinson Cigar Company. The Arnfeld Building, for many years a retail store and office structure, will be remodeled. The Bock-Stauffer Company will remove from its present quarters at Liberty Avenue and Twelfth Street about August 1st.

The 1100 block of Penn Avenue is attracting much attention in realty circles of late. The removal of Arnfeld Brothers to Fifth Avenue and Market Street, vacated the largest building in the square, where the other improvements consisted mainly of old and small structures little fitted to the needs of modern business. This year, however, the Pittsburgh Bakers and Confectioners' Supply Company leased the Hoeveler warehouse, at 1150 Penn Avenue, the Bock-Stauffer lease being the second largest contract of the kind in the same square.

Linder Brothers, who operate a cigar factory on East Main Street, Merrill, Wis., will soon remove to Second Street, where Walter Linder has purchased a property.

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CIGAR LABELS OF HIGHEST QUALITY — CIGAR BANDS — SHOW CARDS — FOLDING BOXES, ETC.

Wm. STEINER, SONS & CO.

257-265 WEST 17TH ST. STEINER BUILDING NEW YORK.

LITHOGRAPHIC SPECIALISTS FOR THE CIGAR & TOBACCO INDUSTRY

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EXCLUSIVE MANUFACTURERS OF GERMAN PROCESS CIGAR BANDS

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Leaf Tobacco & Cigars

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SPECIALTY—VUELTA ABAJO AND ARTEMISA

126 AMISTAD ST. HABANA, CUBA

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10 for 25c.

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MERIT AND UNIFORM PRICES
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5 cent cigar
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"Las Perlas"
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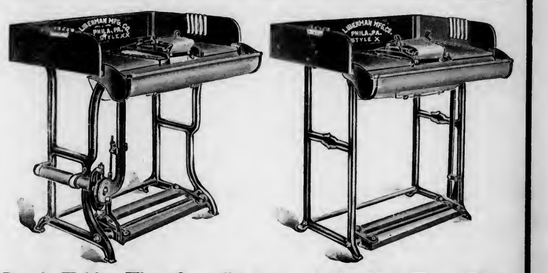
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The World's Standard Cigar
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The Real Independent Factory in Havana
Cifuentes, Fernandez y Ca.
Calle De La Industria, 172-174
HABANA, CUBA
General Agent for United States and Canada
ROBERT E. LANE
115 BROADWAY, NEW YORK

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The Only Real Proof
that a cigar doesn't hurt you is if you feel like lighting another at once. All-Havanas are too rich and nerve-racking. The splendid blending of light Havana and right domestic leaves you with the desire for
Robt Burns
MILD 10c CIGAR

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Retail Rinkles

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Latest Reports from the Cuban Market

Latest News of the American Leaf Tobacco Markets

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PUBLICATION OFFICES: 236 Chestnut Street, Philadelphia

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CITY LIFE

5 cent cigar

ASK YOUR JOBBERS

MANUFACTURED BY

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BINGHAMTON, N. Y.

Bunch Tables That Save Binders and Do **Not** Twist Fillers

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HAVANA CIGAR MANUFACTURERS

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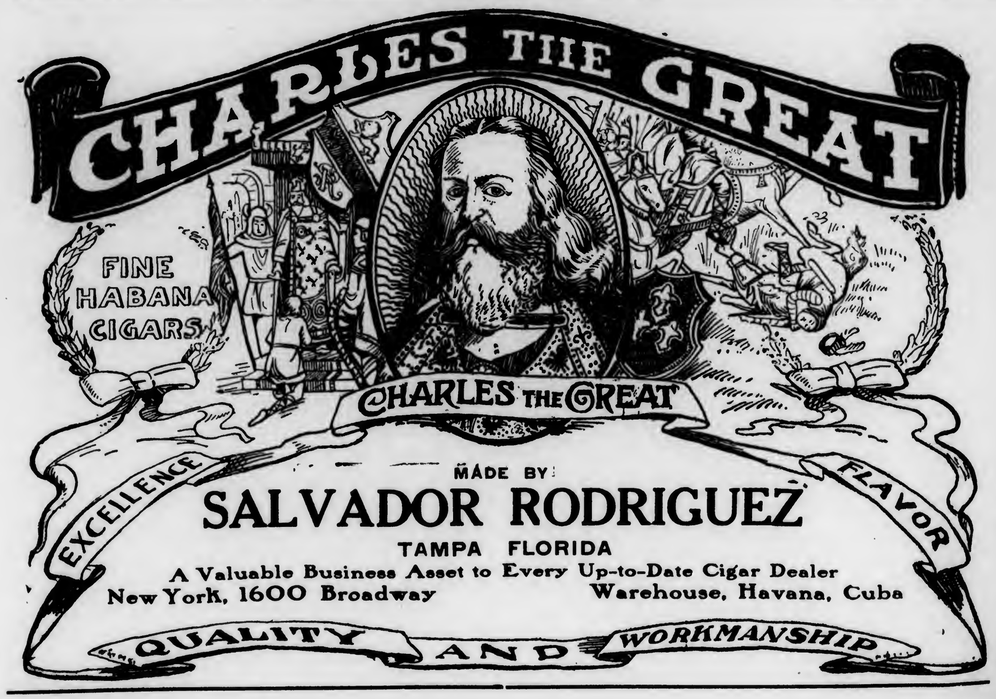

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A Valuable Business Asset to Every Up-to-Date Cigar Dealer

New York, 1600 Broadway Warehouse, Havana, Cuba

BEHRENS & CO.

HAVANA, CUBA

Manufacturers of the "SOL" Brand

Independent Factory

Quality - *always* a little better than Havana's *best*

One of the Oldest Havana Brands

ESTABLISHED 1834 RE-ESTABLISHED 1890

See Winston Churchill's Book, "The Crisis"

"La Flor de Portuondo"

1869

The 45-years' Standard Quality Cigar of carefully selected tobaccos —naturally cured and expertly blended—and best skilled hand-workmanship.

In all popular sizes, packings and prices.

Juan F. Portuondo

Cigar Mfg. Co., Philadelphia

CRESSMAN'S COUNSELLOR 5¢ CIGAR

Countless Consumers Confidently Consume Cressman's "Counsellor"

or, in other words, "they appreciate the 'real thing' in a cigar when they strike it." Quality considered, they know they are smoking the best. Knowing this, Mr. Dealer, can you afford to ignore a brand with the reputation and selling quality embodied in the "Counsellor"? Are you getting your share of that business?

Not until you stock up on this cigar in the right way and push it by "putting your shoulder to the wheel", will you realize to the full what a prolific source of profit it is.

Sell the *Consistent Counsellor Cigar*. It pays.

ALLEN R. CRESSMAN'S SONS, Mfgrs., PHILADELPHIA

CRESSMAN'S COUNSELLOR 5¢ CIGAR

The Original and Genuine

Central Union

Smoking Tobacco in a New Cut

Packed in a Pocket-proof Package

1½ ounces—5 cents

United States Tobacco Co.

RICHMOND, VA.

For Gentlemen of Good Taste

San Felice

CIGARS

The Deisel-Wemmer Company

LIMA, O.

EISENLOHR'S

Cinco

CIGARS

PHILADELPHIA

STAG

TOBACCO

In addition to the handy, half-size 5¢ tin, is now packed

in Full-Size 10¢ tins

Also put up in ½ pound and pound humidors

EVER-LASTING-LY GOOD

Quality Paramount

CELEBRATED

H. UPMANN CIGARS

H. UPMANN

HABANA

Strictly Independent Manufacturers

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Sole Agent for United States and Canada

82 Wall Street - New York

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REYES DE ESPANA

Clear Havana Cigars

Lopez Hermanos

Makers

New York Office: 250 Fourth Ave.

Factory: Tampa, Fla.

HONESTLY ADVERTISED NOT MISLEADING

LA SARAMITA

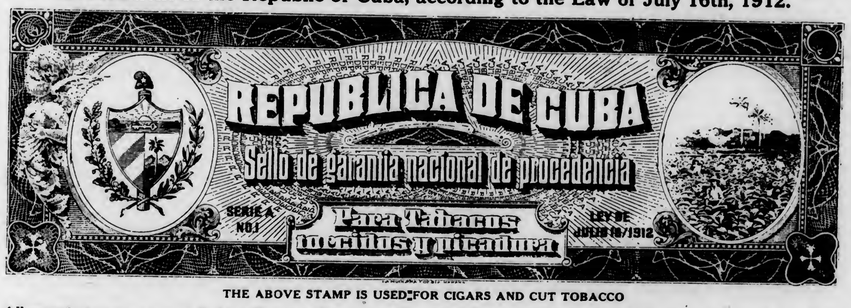
Broadleaf Wrapped Havana Cigars

Real Havana Tobacco Skillfully Blended

Pre-eminent by Comparison

THE SHIELDS-WERTHEIM COMPANY, Cleveland

Exact Fac-simile of the Government Stamps on Cigars, Cut Tobacco and Cigarettes, issued by the Government of the Republic of Cuba, according to the Law of July 16th, 1912.



THE ABOVE STAMP IS USED FOR CIGARS AND CUT TOBACCO

All manufacturers are compelled to affix these Stamps on all boxes of Cigars, packages of Cut Tobacco, as well as packs of Cigarettes, which are manufactured by them, and which constitute an absolute guarantee to the smokers, that the Cigars, Cut Tobacco or Cigarettes contained therein, are of Genuine Cuban Origin, made by Expert Havana Cigarmakers and Tobacco Workers.

THE ABOVE STAMP IS USED ON ALL PACKAGES OF CIGARETTES

The COLOR of THE ABOVE STAMPS is GREEN.

M. E. Canle, 156 Water Street, New York, Representative for the United States, of the Union of Manufacturers of Cigars and Cigarettes of the Island of Cuba, is duly authorized to prosecute any falsification, or colorable imitation of the above stamps by law with the assistance of the Cuban Minister at Washington.

Demand Proves the Value of a Cigar

Statesmen
MILD 5¢ CIGARS

ARE IN DEMAND

JEITLES & BLUMENTHAL, Ltd.
PHILADELPHIA, PENNA.

Year after year
CREMO
maintains its popularity

The
mellowness
and smoothness of the
Cremo blend
suit the taste of a vast
number of smokers

Cremo CIGAR
5¢

Get aboard the Band Wagon

Piedmont is the big noise in 5-cent cigarettes.

Months ago it won the record as the biggest-selling 5-cent cigarette in this country.

Now we're out to DOUBLE present sales of Piedmont cigarettes, so we are putting a coupon in each package of Piedmonts.

It's a winner!

Liggett & Myers Tobacco Co.

Piedmont Cigarettes
10 for 5¢

Kings Club
Clear Havana - Made in Tampa

A Favorite with the BEST Cigar Stores Restaurants Hotels and Clubs

Manufacturers
PEDRO CASTRO & CO., Tampa, Fla.
New York Distributers
LOUIS G. SMITH & CO., 52 Beaver Street

LA FLOR DE R. A. BACHIA Y CA. TRADE MARK HABANA

BACHIAS
Havana Cigars
For Men of Means
Renowned for Uniformity
IDENTIFIED BY THE GREEN AND GOLD BAND
R. A. BACHIA & CO.
47 West Sixteenth St. New York

E. H. GATO CIGAR COMPANY
FOR FORTY YEARS THE STANDARD
By Which Clear Havana Cigars Are Judged
GATO
Write for Open Territory
Factory: Key West, Fla. New York Office: 203 W. Broadway

If you want an uncommonly good Segar, try this brand, nothing better can be made.

¶ They make trade for you—they make money for you—also some for the makers.

Segar de Luxe.
His Connoisseurs' Edition de Luxe
Rubaiyat
was made from the best and most accredited Vegas of Vuelta Abajo Leaf Tobacco grown on the Island of Cuba Under the personal supervision of
John W. Merriam

JOHN W. MERRIAM & CO.
139 Maiden Lane, New York

LIPSCHUTZ'S 44 CIGARS

"44" Cigar Co. Philadelphia

LOVERA
CLEAR HAVANA CIGAR
Made under U. S. Bond by
Jose Lovera Co.
TAMPA, FLA.

BAYUK BROTHERS

"HAVANA RIBBON"

FIVE CENT CIGAR
PHILADELPHIA

DIAMOND JOE TRADE MARK CIGAR FACTORY ESTABLISHED 1850

Charles Denby
BEST THAT SKILL, ENERGY AND MONEY CAN PRODUCE
H. FENDRICH, Maker, EVANSVILLE, IND.

5c CIGAR

ARTHUR LUCK
Conductor of the Philadelphia Harmonic Orchestra, says:
"Tuxedo is easily my favorite smoke—giving greater fragrance, mildness and coolness than I have found in any other tobacco. Never stings or bites the tongue. Tuxedo doubles my enjoyment of pipe smoking."

Arthur Luck

A. H. GRIFFITH
Director of Detroit Museum of Art, and Lecturer, says:
"Like Omar I sometimes wonder what the makers of Tuxedo buy, one-half as precious as the stuff they sell. It's the greatest ever."

A. H. Griffith

VICTOR P. ARNOLD
Member of the Chicago law firm of Northrup, Arnold & Fairbank, says:
"After a battle in the court-room, there is nothing like retiring to your private office, sitting back in your chair with your feet on your desk and enjoying a fine smoke of Tuxedo. It is immense!"

Victor P. Arnold

Maintain Your Efficiency

By Smoking TUXEDO—The Mildest, Pleasantest Tobacco Made

FOLKS are talking physical efficiency in modern business life. The idea is, that modern business keeps a man just about as occupied as the fabled one-armed paperhanger with the hives. And if you want to join in with the Gimp Bros. and travel with the Pep and Ginger crowd, you want to cut out a lot of things that make your day's work go wrong.

Take the item of smoking, for instance. It's much better not only for *you* but for your *job* if you smoke a light, soothing pipe tobacco like Tuxedo. Get a pipe and try Tuxedo awhile. You'll see the difference.

Your whole efficiency make-up will respond right away to the gentle and cheering influence of Tuxedo.

Tuxedo

The Perfect Tobacco for Pipe and Cigarette

gives you this moderate and reasonable refreshment because it is primarily a pure, light, mild selection of the highest grades of Kentucky Burley tobacco.

Tuxedo can't bite your tongue. It can't irritate you in any way. There's no drag or sag in it. Simply pleasant, whiffable, aromatic, easy smoking.

Tuxedo has all these splendid qualities because it is made by the *original* Tuxedo Process of treating Burley leaf. Many other manufacturers have tried to *imitate* the Tuxedo Process—but never succeeded. Hence there is no other tobacco "just as good."

If you've tried the imitations, just try the *original*. At the end of one week you'll find yourself in line with the thousands of famous business men, lawyers, doctors, ministers, singers, athletes, who endorse Tuxedo as the one perfect tobacco.

YOU CAN BUY TUXEDO EVERYWHERE

Convenient Pouch, *innerlined* with moisture-proof paper . . 5c

Famous green-tin, with gold lettering, curved to fit pocket 10c

In Tin Humidors, 40c and 80c
In Glass Humidors, 50c and 90c

WILLIAM COLLIER
Popular comedian, recently starring in "A Little Water on the Side," says:
"My pipe is always Tuxedo-filled. I tried other tobaccos before I discovered Tuxedo. Now there IS no other."

William Collier

JAMES R. HAYES
Owner and Manager of the Wayne Hotel, Detroit, Mich.; Park Hotel, Hot Springs, Ark., and Park Hotel, Sault Ste. Marie, says:
"Sports afield and afloat appeal to me, but the day would not be wholly enjoyable without the evening pipe of Tuxedo, my favorite smoke."

J. R. Hayes

PATRICK H. O'DONNELL
A prominent lawyer of Chicago, says:
"A canvass of my friends would show that Tuxedo is most popular with them. Many say it is the only pipe tobacco."

Patrick H. O'Donnell

A Needless Expense

The payment of $1.85 per pound duty on your wrapper IS A NEEDLESS EXPENSE IN YOUR BUSINESS when you can obtain wrappers of such *high standard* and *merit* in BURN, QUALITY and YIELD as our

American Sumatra Wrapper

Don't lose valuable time if you want to make your business profitable for 1914.

Our Customers are already convinced. Let us convince you?

American Sumatra Tobacco Co.

131 Water Street, New York

Statistics Show

That the cigar output for the months of January, February and March of this year, as compared with the same three months of 1913, shows a shrinkage of thirty million. In the face of this great slump, the celebrated

ROCKY FORD 5c. CIGARS

Show an increase of 1,473,250

What's the Answer?

Graham Courtney

HAVANA CIGARS

They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company

135 West 42nd Street, New York

F. RODRIGUEZ Y CA. San Miguel 85, Habana, Cuba.

Manufacturers of the celebrated "ELITE" Habana Cigars.

MAX SCHATZ

82 Maiden Lane New York

Sole Representative for United States and Canada.

Fifth Avenue Cigarettes

The Union Made Cigarette of Quality Bearing Union Label

Ten cents per package of ten. Mouthpiece, Cork Tip, Plain

Live Distributors Wanted

I. B. KRINSKY

207 North 4th Street . . . BROOKLYN

The Standards of America:

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts
Strong, Salt, Sweet and Plain Scotchs

MANUFACTURED BY

GEORGE W. HELME CO., 111 Fifth Ave., New York

G. S. Nicholas & Co.

41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

GREATEST SUCCESS IN HABANA'S CIGAR HISTORY

ROMEO Y JULIETA

RODRIGUEZ, ARGUELLES & CO.

A Success of Quality

THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD

U. S. Representative: Wm. T. Taylor, 93 Broad St., N.Y. City.

CORRESPONDENCE SOLICITED

JUST THINK-5¢ BUYS A
LA FAMOSA
EQUAL TO ANY MILD 10¢
CIGAR

E. Kleiner & Co., Makers, New York

THE
Key West Cigar Factory

Factory No. 413, KEY WEST, FLA.

Office and Salesroom:
43 to 47 W. 33d St., New York

HAVANA CUBA CIGARS

Vuelta Abajo "Castaneda"

CARDENAS & CO.

Main Offices and Factory: 102 Galiano Street Havana
London: 114 Grace Church Street
New York: 3 Park Row

DAVE ECHEMENDIA, U. S. Representative

T. J. DUNN & CO.

Makers of

The New Bachelor Cigar

401-405 E. 91st Street, New York

COPENHAGEN

Chewing Snuff

We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

WEYMAN-BRUTON COMPANY

50 Union Square North New York, N. Y.

INCREASE YOUR SALES IN 1914

BY STOCKING

"Our Principal"

A Nickel Cigar of Merit

Smokes Well
Sells Well
Pays Well

TRY THIS LINE

"Our Principal" Cigars give the retailer good profits, and the smoker complete satisfaction.

Back of **"Our Principal"** brand stand our principles. We believe in putting honest goods in our cigars, we manufacture under the most sanitary conditions.

More dealers sold our leading brand in 1913 than ever before. We will make a new record in 1914.

Write to-day for terms.

J. W. BRENNEMAN, Manufacturer, Millersville, Pa.

IT'S COME TO STAY

By virtue of its quality, BOLD cigar has come into national commercial prominence.

Steadily BOLD cigar is climbing to that distinction, THE LEADING NATIONAL SELLER.

This means in all ways.

BOLD CIGAR

"ABOVE ALL"

BOBROW BROS.

BOLD FACTORIES

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PHILADELPHIA, PENNA.

MADE IN BOND

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

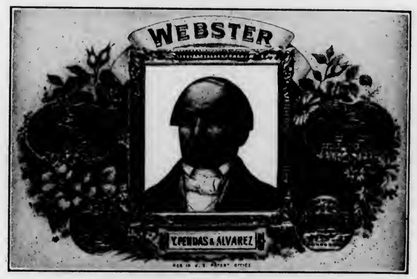
V. Guerra, Diaz & Co., Tampa, Fla.

Established 1867

Our Motto "Quality"

Y.PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA.

HAVANA CUBA

QUATILITY 5¢ CIGAR
YES! IT IS DIFFERENT

THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
Offices: 1020 SECOND AVE.
New York City

JUST A MINUTE!

Every Merchant now and then feels the need of a new 5 cent Cigar—the first chance you have, put in

"COURTELLO"

Without any advertising this Cigar has met with great favor and everybody is talking about it—only lately have we been able to get them fast enough to supply the demand.

We have them in four sizes
LONDRES—INVINCIBLE—PANETELA and LITTLE COURTELLO

REID TOBACCO COMPANY, Milton and Altoona, Pa.

M. MELACHRINO & CO., Inc.

EGYPTIAN CIGARETTES

You Cannot be Mistaken if You Stock the Easiest Sold Cigarettes

M. Melachrino & Co., Inc., are purveyors and supply all the Courts, Embassies, 120 Clubs and 360 Regimental Messes throughout Europe

GRAND DEPOTS OF M. Melachrino & Co., Inc. {London, 8 Regent St., S. W. {Capetown, South Africa Calcutta, 10 Government Place Alexandria, Rue Cheriff Pacha CAIRO, Head Office and Factory Hamburg, 18-20 Grosse Backerstrasse

AGENCIES IN THE PRINCIPAL CITIES OF THE WORLD PRICE LIST UPON APPLICATION

214-216 WEST 47th STREET, NEW YORK

THE TOBACCO WORLD

Vol. XXXIV. PHILADELPHIA AND NEW YORK, JUNE 1, 1914. No. 11.

WASHINGTON STATE SUPREME COURT SAY ANTI-COUPON BILL IS VALID

Highest State Court Sustains New Act—Case May Be Appealed—Meanwhile Coupon License Costs $6000 a Year—Thirty Days Grace Will Be Allowed to Dispose of Coupon Bearing Goods.

SEATTLE, WASH., May 23, 1914.

DESPITE the fact that the Washington State Legislature passed a law at the last session making it necessary for all companies using trading stamps and coupons to take out a license costing $6000 annually, decisions in the lower courts invalidating the law caused the coupon givers to believe that the matter was at an end.

The case was appealed, however, and now the State Supreme Court has just rendered a decision upholding the law and its constitutionality. It is expected that the case will be carried to the United States Supreme Court very soon, but meanwhile the companies using coupons are going to be allowed only a short time to dispose of coupon-bearing goods, or to be subject to a license for the use of the same, costing $6000. Not a whole lot of retail cigar stores feel like separating themselves from that much money; in fact, the number that could afford to do it is very, very small.

The case decided this week by the state grew out of the arrest of F. S. Pitney, of the staff of the United Cigar Stores Company in seattle. The United stores continued to give coupons, without making arrangements for expensive licenses, after the law took effect. The first trial of the matter resulted in the law being declared unconstitutional, but appeal was taken and attorneys for the Western Association of Retail Cigar Dealers were active in presenting testimony and rounding up local authorities. It has been asserted that the anti-coupon bill merely represents extension of police power, which may not be abrogated under the constitution.

As it will take some months for the matter to be digested by the United States Supreme Court, should it reach them, coupons and premiums will have to pass up Washington State for the present from the looks of the situation.

A large number of jobbers are carrying premium and coupon-bearing goods, and while they will probably not be prevented from disposing of their goods outside of the state, they will be affected in this territory.

The jobbers feel that their interstate commerce will not be interfered with and a number of them have stated that they intend to comply with the law as regards to Washington State.

Meanwhile independent dealers are highly pleased with the turn of affairs and state that they expect to see that the law is enforced.

SALMON.

Charles Baswitz, representing Gonzalez & Sanchez Company, Jacksonville, Fla., closed some attractive business while in the Quaker City recently. This is a fitting Company, Jacksonville, Fla., closed some attractive business while in the Quaker City recently. This isa fitting finish to a successful trip which Mr. Baswitz has been making on the "La Flor de Gonzalez & Sanchez," "El Regardo," "La Elegida" and "La Tessina."

EDISON'S ATTACK ON CIGARETTES BRINGS CHALLENGE FROM HILL

Edison Employees Resent Attack on Their Personal Freedom—President Hill's Answer Stirs National Press—Editorial Comment Divided

NEW YORK, May 27, 1914.

CIGARETTES not tolerated. They dull the brain." This notice conspicuously posted about the electrical shops of the Thomas A. Edison plant in West Orange, N. J., together with a statement by Mr. Edison to the effect that the analyzation of twenty brands of cigarettes showed that the paper in which they were rolled contained poisonous matter, has precipitated an argument of intense interest to the cigarette industry.

Percival S. Hill, president of the American Tobacco Company, recognizing the influence of such a statement from a man of the prominence of Mr. Edison, promptly replied to the inventor and asserted that if he would make a statement regarding their brands of cigarettes in such a form as to permit legal action, the American Tobacco Company would be delighted to bring suit for damages and devote the proceeds to some designated charity.

If Mr. Edison has made answer, it has not been given to the public as yet.

In addition to Mr. Hill's letter, dated May 18th, more than five hundred employees of the Edison plant held a mass meeting on May 17th, at 130 East Seventh Street, and adopted resolutions condemning not only the action of Mr. Edison, but also the reported intention of the Ford Motor Company to take a similar action.

President Hill talked with a representative of THE TOBACCO WORLD last week, and from his earnest manner it was quite evident that he meant every word that he wrote to Mr. Edison.

Many of the agitators of the anti-cigarette movement throughout the country are shouting for Mr. Edison to accept the challenge, but Mr. Edison seems to be in no haste. Perhaps he prefers to thoroughly examine the ground on which he stands before entering the lists.

(Continued on Page 26)

Tobacco Stocks Pile Up In Bond

NEW YORK, May 28, 1914.

An interesting fact revealed by the regular monthly report of the Bureau of Statistics at the Custom House here is that the tariff provision enabling the cigar manufacturers to manufacture Havana cigars in the Government bonded factories has resulted in a tremendous increase in the importation of Havana leaf and wrapper tobacco for storage or use in the bonded factories.

The stocks of leaf tobacco in the warehouses on May 1st amounted in value to $18,045,321, compared with $16,260,067 on April 1st and $15,562,760 on March 1, 1914. The stocks of tobacco for wrappers remaining in the warehouses on May 1st amounted in value to $5,246,821, compared with $4,879,079 on April 1st and $5,036,604 on March 1, 1914.

KNICKERBOCKER.

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ESTABLISHED 1881

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Vol. XXXIV JUNE 1, 1914 No. 11

CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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OTTO EISENLOHR, 932 Market St., Philadelphia .....Vice-President
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GEO. E. GILLILAND, Wash. ..... Assistant Secretary

Just as the indiscriminate abuse of spirituous liquors has brought condemnation on the whole industry, so have the excesses of cigarette smokers kept alive a continuous agitation against that form of smoking.

Cigarettes and Mr. Edison

Despite the fact that by far the larger proportion of medical and scientific men refuse to uphold the charges brought against the cigarette, men and women of far less accurate knowledge continue to blame illness and fatalities, mental depravity and sterility on cigarettes; charges which scientific investigation does not verify.

Only last week a physician widely known as a specialist in nervous diseases said: "Of all the forms of smoking the cigarette is the lightest and least injurious."

If this statement be true, then Mr. Edison's brilliant mind has been little dimmed by the use of tobacco, as he is said to not only smoke cigars but to chew tobacco as well.

Outside of bragging about the fact that they do not smoke, we have yet to notice any multitude of great men rising from among the ranks of the anti-smokers.

Some have interpreted Mr. Hill's statements to mean that he can prove that cigarette smoking is not harmful to youths. We can deduce no such meaning, and further it is quite possible that if cigarette smoking is so terribly detrimental to young boys, the same would apply to the pipe and cigar. Because youth shows a leaning toward the cigarette, that form of smoking has been made the object of bitter and vicious attacks. If boys showed a tendency to prefer the pipe or cigar, then, in all probability, either of those forms would have been just as heartily maligned.

As a matter of fact scientific evidence largely favors the cigarette, and it is to be hoped that Mr. Edison will satisfy himself one way or the other, and act accordingly. If he finds that he has grounds for arguing the matter legally, well and good. In view of the widespread publicity of Mr. Edison's attack on the cigarette, and Mr. Hill's reply, a legal decision at this time will have great weight. Obviously the cigarette will not be the loser.

Importation Figures Withheld from Trade Reporters

KEY WEST, May 25, 1914.

Practically from the beginning of the cigar industry the trade paper representatives at this port have always been extended by the customs official the courtesy of the figures of the leaf importations and withdrawals.

A new ruling by the department has put an end to this concession. As the ruling seems quite arbitrary, Collector Griggs has been written to on the subject and it is hoped that the objectionable law will be revoked.

"Ramado" Manager on a Vacation

Following a trip to Indiana and various other territories, combining pleasure with business, Charles L. Rader, manager of the National Tobacco Products Company, has returned to New York, much revived in spirit and much gratified with the number of orders booked in Indianapolis, Pittsburgh and other outlying points. Particularly enjoyable was the bass fishing in which Mr. Rader indulged on the Terre Haute lakes.

Western Trip Postpones Vacation

Sidney Cahen, of E. Regensburg & Company, New York and Tampa, opened several new accounts while in Philadelphia last week.

Mr. Cahen travels as far west at Omaha, Neb., and will leave shortly on the last trip before the vacation season.

It is the custom of Mr. Cahen and his family to occupy their summer residence at Monmouth Beach from about June 1st until September 1st, but the contemplated trip West will postpone Mr. Cahen's sojourn about one month.

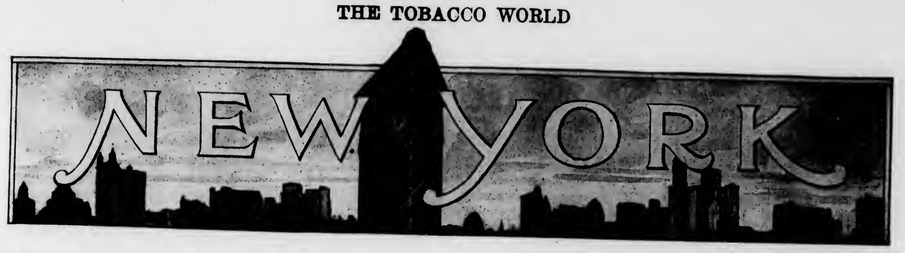
"Chicos" Going Good

Announcement was made some weeks ago, that the J. F. Portuondo Cigar Manufacturing Company, 1110 Sansom Street, had started packing "Chicos," their leading five-cent cigar, in tin packages.

This departure was primarily for the dealers in the South and Southwest, but customers throughout New York and the Keystone State have been quick to seize upon this packing as being well suited to vacation business, and the twenty-five cigars make an attractive and convenient carriage for the vacationist.

TOO LATE TO CLASSIFY

WANTED—HAVANA AND SUMATRA TOBACCO STEMS, 100-lb. bales. Give lowest price, and amount you can deliver monthly. Address Box 666, Tobacco World.



Carlos Fernandez & Co. Fail

THE petition in bankruptcy filed this week by Carlos Fernandez & Company, 121 East Twenty-fourth Street, New York, importers of Manila cigars, estimates their assets at $5980 and liabilities at $9053. There have been rumors in the trade that the company was either going to sell or close up their affairs and discontinue. Following the death of the president a few months ago, Charles Jacobs, who died suddenly, Mrs. Jacobs became president, continuing the business since that time.

"Cosmos" New Krinsky Product

Composed of pure selected Turkish tobaccos of a special blend, the "Cosmos," a fifteen-cent cigarette recently launched by I. B. Krinsky, the well-known Brooklyn manufacturer, should meet with instant success, if arduous labor and painstaking care in bringing it to perfection is to be a criterion. The "Cosmos" comes plain or cork tips, just as the smoker wishes, and is sold at ten for fifteen cents, and is regarded by the firm as one of their best products. In order to insure publicity and to have it acquire as much prominence as possible, the "Cosmos" is being displayed in the Metropolitan District with ten-box cartons.

B. F. Alexander Covers Vast Area

Fifteen thousand miles in ten weeks is going some, but B. F. Alexander, representative of the A. Fernandez Garcia and Tomas Guttierez factories, Havana, Cuba, has accomplished the feat, the giant task having been undertaken in the distribution of his company's brands. In this connection, Mr. Alexander is very much pleased with the work performed. Mr. Alexander not only covered the states, but gave a fair amount of attention to the larger trade centres of the Dominion.

Club House, a New "Charter" Size

E. M. Schwarz & Company are much elated over the success which is attending the sales of the new "Club House" size of their "Charter" cigar, retailing at five cents. Formerly the "Charter" came only in the Londres and Progress sizes, the latter a Perfecto shape. Larger than either of the others, the "Club House" is reputed to be a splendid smoke, the quality being just as well maintained. Over one million of the new size has already been disposed of.

Fred B. Griffin and Fred Lederer have returned from their recent sojourn in Cuba in the interests of the Griffin-Neuberger Tobacco Company. Reports from Brookville, Conn., to which district Mr. Griffin proceeded after his return, in order to start the work of setting out the plants, state that the plants are splendid and give promise of much encouragement. The plants already set include both open air and shade grown tobacco. From the New York office it is stated that there is an increasing demand for dark and medium tobaccos.

First "Made-in-Bond" Cigars Sent Abroad

CHARLES THE GREAT cigars have the honor of being the first of the made-in-bond smokes to be shipped abroad. The first consignment of its kind left New York this week, bound for Merrie England.

The order for these cigars was placed by the J. B. Regan Importation Company, who have not divulged the name of the consignee. It is known, however, to be a house which has facilities for marketing a United States product made under the Government guarantee.

The cigars were made in the Tampa factory of Salvador Rodriguez.

Berriman Brothers Established in New Offices

Many favorable comments are being heard in the trade concerning the new offices of Berriman Brothers, located on the third floor of the building at the southeast corner of Broadway and Twenty-eighth Street. The new situation is excellently lighted and ventilated and is well suited to the aims of the company. Near the entrance is located the private office, with the departments for salesmen and bookkeepers, not to omit mention of the splendid humidor, established along the north windows. Berriman Brothers have seen to it that the appointments of the new offices shall spell for their customers and visitors, the last word in "convenience." Entrance to the shipping room may be made from the main hall of the building, it being separated from the office quarters.

M. Gilberg Goes to West End

M. Gilberg has been placed in charge of the tobacco department of Park & Tilford's branch store at West End, N. J., for the summer months. Before going to West End, Mr. Gilberg was in charge of the company's retail department in the headquarters store, Fifth Avenue and Twenty-sixth Street.

Joseph P. Perez, son of Marcellino Perez, of M. Perez & Gotham, and buyer of leaf tobacco for Morris Rosenberg & Company, New York City, was a recent guest at the Hotel El Reguladora, Havana, Cuba.

"Bandero," a five-cent Havana cigar, distributed in the trade at $37.50 per thousand and manufactured by the Jose Lovera Company, is going big in the trade and is making friends wherever it appears. The manufacturers report that they are greatly oversold, and find it difficult to turn out the orders coming across. The "Bandero" was placed on the market but a short time ago.

Thomas Q. Atkins, representative of P. Pohalski & Company, reports that "First Consul" cigars are taking well with the retailers of Washington and Oregon, and that he has succeeded in placing some first-class factory shipments throughout that territory. He states, also, that he was very successful in the placing of "Resagos," a Havana smoker packed in tins.

PHILADELPHIA.

El Draco Company's Business Shows Increase

REPORTS from the manufacturers of the "Stratford" cigars indicate that their business is showing a revival and that the demonstrations here in this city have helped them considerably. They have traced a large number of out-of-town inquiries to customers from out of the city who saw the demonstration and told their tobacconist about it when they returned.

Chas. H. Heath has recently been at Scranton working the Pocono and Water Gap sections for Hine & Myers, the local distributors.

E. G. Walthall, representing the El Draco Company in the West, is now in Ohio, where he is doing some splendid business on "Stratfords" in several sizes. This week he is working Toledo and Cleveland.

"Bold" Cigars Featured on Columbia Avenue

The cigar store of William J. Kammer, Dover & Columbia Avenues, has recently attracted much attention with displays on "Bold" cigars and "Buddies Discriminators" in five-cent goods, and "Discriminators" in the ten-cent line. Both are products of the Bobrow Brothers factory.

The store is a very popular one and practically all the well-known five-cent lines are carried, as well as a choice selection of Tampa and Key West goods.

Although in this location a little more than three years, Mr. Kammer has been very successful and enjoys a steadily growing trade.

Louis Bythiner, Old Leaf Broker, Retires

Louis Bythiner, for more than thirty-five years a well known figure in Third Street, is going into temporary retirement, and is closing his office at 308 Race Street, where for nearly a quarter of a century he has been actively engaged in the leaf brokerage business. Mr. Bythiner's health has not been of the best and a recent illness caused him to make the decision to withdraw from business activities for the present at least. The business, however, will be maintained in other quarters by a son, William Bythiner.

"Dick" Bythiner, another son, is probably as widely known as his father. He is a representative for the well known leaf house of E. Rosenwald & Brother, and is a familiar figure in Water Street, New York.

The Manhattan Cigar Company, 111 South Broad Street, have added the Garcia and Vega lines and will carry these well-known brands in thirteen sizes.

Starr & Reed Cigarettes Going Well

B. RILEY, representing the Starr & Reed Tobacco Company, has recently completed a canvass of Pittsburgh and has succeeded in opening a number of fine accounts.

The distribution of these cigarettes in that territory have been placed with the Siller-Narten-Barnes Company.

Starr & Reed cigarettes have recently been well placed in New York and adjacent territory, and this is the first effort on the part of the firm to secure wider distribution for their brand. The early success which has greeted these cigarettes augurs well for the future.

Mr. Riley, who is representing the firm on the road in the West, has a wide acquaintanceship and is well and favorably known.

Bayuk Brothers Have Successful Month

Bayuk Brothers Company have closed their books on the most successful month's business on "Havana Ribbons" ever experienced before in May during the firm's experience; the final figures showing a material increase over any attained before in a similar period.

Reports from the different territories are very satisfactory, all of the men finding conditions most favorable to the brand and the jobbers reporting a steady increase in "Ribbon" sales.

Dave S. Achenbach, Pennsylvania-New York representative, was a visitor at headquarters last week for the purpose of endeavoring to secure more prompt shipments for the jobbers throughout his territory.

J. C. Revercomb, Southern representative, is just completing a trip through Virginia and West Virginia, where he found the brand moving to the satisfaction of the jobbers and secured some attractive standing orders for summer business.

E. C. McAllister, North Jersey representative, is conducting a sales campaign in favor of Schwarz & Son, "Havana Ribbon" distributors for the Newark territory. Mr. McAllister reports an excellent business on the brand and has succeeded in placing same in some very prominent stands throughout the city of Newark.

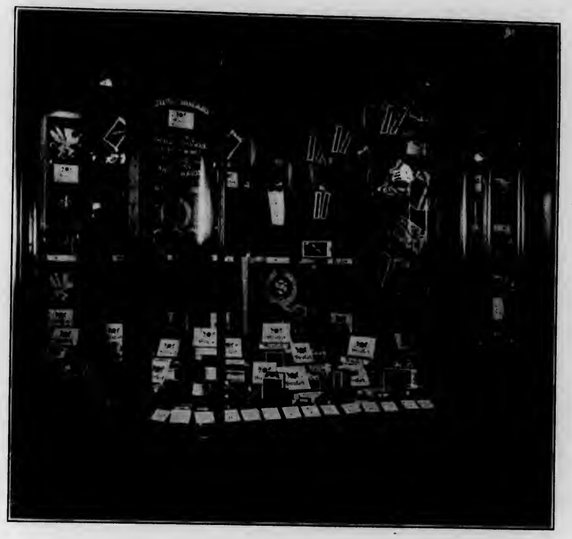
Morris D. Neumann, of Neumann & Mayer, is now in the West, where he is securing some fine orders on "Bella Munda" and "El Tello," two brands that are enjoying widespread popularity. Mr. Neumann expects to be gone at least two weeks. Omaha, Neb., was his first stop.

"Stratford" Demonstration That Has Made a Hit

The photograph herewith shows one of the demonstrations and displays on "Stratford" cigars that are being featured throughout the Quaker City.

As a result of this work the sales on the brand in many sections have more than doubled.

The El Draco Cigar Manufacturing Company is so pleased with the success of this idea that they are planning even bigger things along this line.



"Stratford" Cigars the Talk of the Town

One of the most unusual demonstrations in connection with the selling of cigars is now running in full blast in this city on the "Stratford" brand, made by the El Draco Cigar Manufacturing Company.

The display is made up of the different sizes and packings of "Stratford" cigars, while a demonstrator stands in the window doing clever card tricks, and from time to time exhibiting cards extolling the merits of "Stratfords."

The packings are tastefully arranged in the windows and are backed up by handsome red velvet banners embossed with the word "Stratford" in gold. Beautiful screens covered with a red material and embossed with the "Stratford" label and crest in gold added to the attractiveness and effectiveness of the unusual display.

Last week the demonstrator worked in the window of the George B. Evans drug store at 1012 Market Street, and Mr. McCracken, the store manager, states that it was one of the most successful demonstrations that has ever been held there. He added that the sales on "Stratfords" more than doubled and that the business has held up above the average ever since. The crowds were so great that the police were forced to station reserves there to keep the people from blocking up that side of Market Street. The same success is attending the demonstration now going on this week at 1223 Market Street.

Reports from the Symons-Kraussman Company, concerning their new "Little Baltimore," recently placed before the trade, are to the effect that thus far the sales on the brand have been very gratifying. The "Little Baltimore," which is a five-cent cigar, comes in a very attractive package, and quality rather than quantity has been the aim of the manufacturers in the creation of the new product.

Philadelphia Notes

Sam Frank, who knows everything worth knowing about pipes, visited the trade in Philadelphia last week.

J. G. Atherholt first opened the doors of his new store, 223½ South Broad Street, on Thursday, May 21st. Mr. Atherholt will carry and make a specialty of clear Havana goods, with an especially strong appeal for box trade.

Jeitles & Blumenthal, Ltd., 119 South Eleventh Street, Philadelphia, have just received a large order through their Middle Western representative, Isadore Mayer, for their "Flor de Jeitles" cigars, for delivery in Sioux City, Iowa.

The Twelfth and Chestnut Streets store of the Finley Acker Company has taken on the "Manatia" clear Havana cigar, made by Corral, Wodiska & Company, Tampa, Fla.

This line will be carried in five sizes, ranging in price from $7 to $12 the hundred.

A new brand which the Finley Acker Company stores are featuring, is their private label known as "Ackers Invincible," which is a Philadelphia-made cigar of superior quality which retails for $5 the hundred.

William R. Bullock, manager of the cigar department of the Twelfth and Chestnut Streets store of the Mitchell, Fletcher Company, attended the Knights Templar conclave recently held in Erie, Pa.

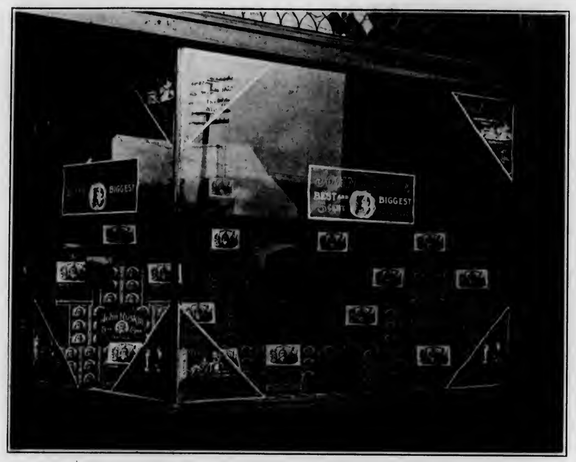
As an active member of this order, Mr. Bullock is Generalissimo of St. John's Commandery No. 4, State of Pennsylvania.

"John Ruskin" Window in Rankin, Pa.

The accompanying photograph shows a display of "John Ruskin" cigars in the window of the store of C. B. Guttridge, of Rankin, Pa.

This is one of a series of displays that are being made throughout Western Pennsylvania by Ben Dripps, who represents the manufacturers of "John Ruskin," I. Lewis Cigar Manufacturing Company, of Newark, N. J.

Mr. Guttridge says that "John Ruskin" is one of his leading nickel brands.



Tampa

Jose Llanza Company Bond Factory—Salvador Rodriguez in Good Health Again—San Martin & Leon Factory Busy

TAMPA, FLA., May 27, 1914.

IF not the first, the Jose Llanza Company are numbered among the first who have started the manufacturing of cigars "in bond." This company, whose factory is located at Twelfth Avenue and Fourteenth Street, have received the necessary authorization to "bond" their cigars which are to be distributed, it is stated, among very exclusive trade. Without doubt success will attend the efforts of the Jose Llanza Company, inasmuch as its personnel is composed of gentlemen thoroughly experienced in the manufacture of Havana cigars. Additions to the present building will be made as warranted.

The numerous friends of Salvador Rodriguez, the head of the "Charles the Great" factory, will be glad to learn that he is around again, following an illness of a few weeks which was serious enough to prevent his attention to business. A week at Pass-a-Grille, however, was somewhat beneficial in its effects, and Mr. Rodriguez says that he is feeling much better.

H. E. Houser, better known among the Southern States as "George Washington," and reputed to be one of the finest tobacco salesmen in the trade, has been appointed division manager for South Florida for the R. J. Reynolds Tobacco Company. Mr. Houser's headquarters will be at the store of Eli Witt, this city.

F. Lozano, of F. Lozano, Son & Company, is back again in the city after several weeks spent in New York on business.

George L. Harris, Jr., Florida manager of the P. L. Lorillard Tobacco Company, is here on business and is registered at the DeSoto. Mr. Harris expects to make a ten days' trip of it.

Fernando Rodriguez, son of Salvador Rodriguez, of "Charles the Great" factory, is back again in Tampa, after a visit of some duration to Havana.

Quite encouraging are the reports emanating from the factory of P. Verplanck & Company, who state that there has been a steady increase in business since the first of the year, each succeeding month, showing an advance over its predecessor.

June 1st has been the date set by the Morgan Cigar Company for the occupancy of their new addition. This will give them just double the capacity they now enjoy.

The shipping department of San Martin & Leon has been kept on the jump since the recent return of Jorge Leon, of the firm, from his two months' trip extending over the East and Middle West. Very gratifying to Mr. Leon was the way in which he was received, and the orders turned in are certainly a confirmation of the success on the company's brands.

Though he has been deprived of the assistance of his able lieutenant, Mr. Torres, Ed J. Stachelberg, vice-president and general manager of the Sanchez & Haya Company, is going along merrily, taking care of the orders which are steadily increasing on the Sanchez & Haya goods. Mr. Torres expects to summer in Spain.

PERFECTO.

Cleveland

Disastrous Fire Totals Million Loss—"La Saramita" Makers Back From Vacation—Stace & Vincent Moving Ahead

CLEVELAND, O., May 27, 1914.

CLEVELAND the past week was a scene of one of the most disastrous fires the city has ever known. The damage totaled considerably more than a million dollars. The fire started in the lumber yards and devastated everything in its path, including the central viaduct across the Cuyahoga River, of which a large section collapsed necessitating all traffic over the bridge being re-routed, and repairs will not be completed for several months.

Stace & Vincent are coming to the front by leaps and bounds. Their stores are showing a steady increase and their jobbing business, at the head of which is "Burn One" Vincent (as his friends call him), is taking on large proportions. They are especially strong on "Percy Haswell's" and "Stavina's."

Victor Thorsch, of "New Bachelor" fame, stopped off in Cleveland on his way to New York.

Harry Bachia, manufacturer of "Bachia" cigars, has been in town the past several days going over the trade conditions with the Pyle & Allen Company, and reports business is exceedingly good. Mr. Bachia is on his way to New York City.

Mr. Sanborn, of the Pyle & Allen Company, reports that retail business is coming along very nicely and they have added the Phelps candy line to their 746 Euclid Avenue stand, and it is coming ahead fast. The wholesale end of their business is very good and they are highly elated over the fact due to the season of the year.

Mr. Johnson, state representative, reports conditions are very good throughout his entire territory.

Mr. Boasberg, of Kaiser & Boasberg, visited the trade here on leaf tobacco and left with many nice orders.

A. C. Wertheim and L. B. Shields, of the firm of Shields & Wertheim, builders of the famous "La Saramita" cigar, just returned from a ten days' trip to Mt. Clemens, Mich., where they combined business with pleasure. The correspondent just had a talk with thes egentlemen that they had sold every dealer in that city and also the road houses on the outskirts through their distributor, Waltzer & La Pointe, and by the way received the largest order that Waltzer & La Pointe ever placed on a single brand with any factory. Messrs. Waltzer & La Pointe were so enthused over the gigantic business received on "La Saramita's" that they stated that they would have a photograph taken of their gigantic shipment of "La Saramita's," so that they could always look back on the order placed and the business done. These two popular men at Mt. Clemens control five retail stands and they have built up a wonderful jobbing business.

Hiram Hammer, of Corral y Wodiska Company, was in Cleveland for the past week.

Grover Mendelsohn, of the Mendelsohn Cigar Company, just returned from a trip through the Northwest and was very successful. Business with the above mentioned concern is steadily improving and they are well satisfied with the outlook for summer business.

JERRY.

Pittsburgh

Business Shows Some Improvement—Amacehat Club Holds Beefsteak Dinner—Starr & Reed Cigarettes Well Placed—Fifty Displays on "La Saramita"

PITTSBURGH, PA., May 26, 1914.

BUSINESS in Pittsburgh for the last two weeks has somewhat improved in some sections, but business in general is very poor.

N. J. Tropauer, representing the American Tobacco Company, is working on "Hassan" cigarettes in Pittsburgh. He has a crew of twenty men with him and is assisted by District Managers Messrs. Levin, Rains and Morgenstern. They are giving a large rug free with each package of "Hassans."

E. J. Webb, formerly with Stephano Brothers, is now with Goldsmit Brothers. He is doing very nicely with this firm. Mr. Webb has charge of the down-town trade.

Bock-Stauffer Company have a very nice display on "Iroquois Club" cigars in the Fifth Avenue Arcade. This display was put in by H. V. Merriman, who has charge of the down-town trade for this firm.

Reymer Brothers are featuring "Cortez" and "Sanchez & Haya" clear Havana cigars this week.

The Seventh Avenue Hotel cigar stand has a very nice window display on "John Ruskin" cigars.

Leo J. Spuhler is featuring "Bold" cigars in both his stores.

The Amacehat Club held a beef steak dinner at the Frosin Club Monday, May 11th, under the direction of Mr. Hanwright. Among the invited guests were: C. A. Bock, of the Bock-Stauffer Company; C. A. Gibbs, of C. A. Gibbs Company; A. J. Fleischauer, representing THE TOBACCO WORLD, Philadelphia; W. C. Mussellman, of H. Anton Bock Company; S. P. Coe, Acker-Merrall & Condit Company; H. J. W. Jones and E. A. Hackett, of the Products Company, and J. B. Riley, of the Starr & Reed Tobacco Company, and the following members—J. D. Walsh, manager Fort Pitt Hotel cigar stands; J. Edwards, manager Pittsburgh Athletic Association; A. J. Handwright, manager Duquesne Club cigar stands; F. N. Craig, F. J. Doolittle and E. J. Cattell. Mr. Handwright entertained at the piano and Mr. Mussellman and Mr. Coe were telling the funny stories. Altogether we had a very pleasant evening and every one enjoyed themselves.

E. A. Hackett, of the Products Company, has left this territory to take up a campaign on "Milo" cigarettes in New York City.

"Camp" cigarettes, made by the Camp Importation Company, New York, have been very well distributed in the down-town stands by R. S. Sudgen, who is district manager.

G. W. Stocking, of the Marcelino Perez Company, has been in town a few days visiting the trade in the interest of "Tuval" cigars.

"Girard" cigars are selling fine in Pittsburgh. This brand is made by A. Roig & Langsdorf, Philadelphia, and is distributed by the W. J. Gilmore Drug Company.

The Afco Cigar Company have a very nice window display on "Robert Burns" cigars, distributed by Siller-Narten-Barnes Company.

C. A. Gibbs & Company have a very nice window display on "Perfecto Garcia" cigars made-in-bond.

J. B. Riley, representing Starr & Reed Tobacco Company, has placed "Starr & Reed" cigarettes in the following down-town stands: Afco Cigar Company, Jenkinson Stores, United Cigar Stores, Pittsburgh Athletic Association, Fort Pitt Hotel, Duquesne Club and Union Club. These cigarettes are distributed by Siller-Narten-Barnes Company.

About the most consistent and extensive advertising campaign noticeable in Pittsburgh is that on "Red Man Scrap" tobacco. This brand is showing steady growth in this city.

H. Weil, treasurer of the San Telmo Cigar Company, Detroit, spent Sunday visiting Mr. Sharples, of the Shipley-Massingham Company.

Pittsburgh windows are trimmed profusely with "La Saramita" displays, fifty being put in last week.

F. P. Shields, of the La Saramita factory, was in town last week.

The "Rey Oma" Pony team continues to attract attention in the down-town district of the city.

The following visitors were in the city: C. L. Staples, Park & Tilford; W. D. Kolillerg, Guedalia & Company; Stephen Herz, Bustillo & Diaz Company; Victor Lopez, Garcia Grande; Mr. McBurney, V. Mancelo Munia & Company; E. W. Ackerman, Y. Pendas & Alvarez, "Webster" cigars; S. P. Koenemann, Baum Brothers, Philadelphia; Nathum Baum, Baum Brothers, Philadelphia; J. H. Bissinger, United Cigar Manufacturing Company; Mr. Berning, F. H. Berning & Son, Cincinnati, O.; Jack Planco, New York; N. M. Neff, Blue Peter Cigarette Company; T. F. Healy, Ramones Allones imported cigars; Robert Dorning, G. W. Faber, Inc., New York; E. J. Murray, A. Frankau & Company, B. B. B. pipes.

A. J. F.

Jones Cigar Business to be Continued

Announcement has been made that Frank Hartley and George Black will continue the cigar business of the late John F. Jones, of Wilmington, Del., for Mrs. Jones.

SMOKERS TO BE CHASED TO HADES ON A HOP, SKIP AND A JUMP IF VOLIVA HAS HIS WAY

Hell to be a Cold Storage Plant Compared to Zion City—Sect Leader Promises to Manufacture Imitation Better Than the Real Thing—Promises World-Wide War on Tobacco

VOLIVA, who succeeded Dowie in Zion City, is down on smoking and smokers and he does not care who knows it. This person never loses a chance to express his opinions on the subject and his latest tirade is a gem.

Not long ago the Supreme Court at Springfield, Ill., refused to uphold the Zion City Fathers when they had a man arrested and fined for smoking in the city limit. The presiding judge ruled that the ordinance is unreasonable interference with the private rights of citizens and must be held void.

Voliva was somewhat perturbed by this decision and following he made an announcement just to show what he intended to do about it. If Voliva ever gets his own way in the matter smokers are going to have an unpleasant time.

Voliva's oration to the people of Zion City follows, in part:

"I want to say that any man who will undertake to smoke in Zion City will find hell a cold storage house in comparison to Zion City. We will organize a procession and we will carry our banners and we will cry:

"'Down with the dirty stinkpots, down with the buzzards, and the hounds who want to stink up Zion City and make it unfit to breathe.'

"We will keep them on the hop, skip and jump till they reach hell, where they belong.

"I believe we can by ordinance declare these tobacco users 'skunks.' If necessary we will turn 500 women on them and drive them into the lake.

"I'm going to launch a national world-wide war on tobacco users and stinkpots.

"I'm going to advocate a law the penalty of which shall be a fine, and further, that they shall be stood up in a tank of tobacco juice up to their Adam's apple for 72 hours, and that for smoking a cigar, cigarette or pipe they shall be confined in a room with no windows or doors, air tight, and that 600 pounds of smoking tobacco shall be put into a kettle in the room and the offenders be left there 106 days, and at the expiration of their time they be taken out and buried in the skunk yard."

Voliva should remember that Chicago is a derivative of a word meaning "habitat of the skunk." Why not emulate the Japanese in the matter of respecting one's ancestors?

Why stand the offenders in only up to their Adam's apples; why not up to their ears? According to reports, some of the smokers nowadays have no Adam's apple, and in case an offender of that sex was convicted some Portia might insist on a strict fulfilment of the law.

Frank R. Ball Marries

Frank R. Ball, president and manager of the Ball Cigar Company of Salt Lake City, Utah, was secretly married recently to a Mrs. Westbrook. Mr. Ball is well known in business circles and is a member of several organizations.

Chicago

Business Tone Optimistic—Two Restaurants Succumb to Receivers—"Ben Bey" Cubans Going Good—John W. Merriam's Cigars Prove Popular

CHICAGO, May 26, 1914.

CONDITIONS in the local cigar and tobacco trade during the past two weeks have shown some improvement and the general tone of the business is one of optimism. Trade on all lines has been good. With the opening of the summer season more cigars are being sold. The number of people leaving the city on vacations is equalized by the number which is being brought by the excursions to the various amusement parks, which are now running full blast.

Among the leaf men conditions are considered good. Most of the smaller "buck-eyes" throughout the country are buying in small amounts, but with wisdom. They are paying their bills as they go, and this is more pleasing to the leaf men than large orders and slow collections. Local trade in both cigar and tobacco lines has been harmed by labor troubles. In particular the strike of the brick makers and allied trades, involving thousands, of men, has been one of the contributing causes to poor business in such sections of the city as are affected by outbreaks of this sort.

"Redolencia," a ten-cent seller of high quality, has been added to the excellent line of Reid, Murdock & Company. The cigar is made by the Grill Brothers Company, of Evansville, Ind. The salesmen of the department report that the initial campaign which has been started on the cigar here has been making good progress. The cigar has the intrinsic merit which makes a good seller, and there is little doubt but that in "Redolencia" the line of the company has received a valuable asset.

Fred Newmann, of Newmann & Gach, who has been ill, has returned to his desk, and is once more his old cheerful self. Newmann & Gach have entered upon a year which is destined to prove one of the most successful in the history of the firm, judging from the start which has been made.

Recent failures in the catering business in Chicago include the Union Hotel and Restaurant, operated for many years by the Hermann-Weber Company in West Randolph Street. The establishment was considered one of the finest specimens of the German eating house in the West, and was a heavy user of high grade cigars, purchased for the most part from local jobbers. The failure of the company was due to the reluctance of the management to heed the spirit of the present day, which demands music and dancing along with meals. Mr. Weber was confident that his trade did not want such things, but in this he was mistaken, for competitive places soon captured the cream of his trade. Another failure which should be recorded is that the "Nikko-Tendon," a Japanese restaurant started last winter, which went to the wall with a resounding crash last week. The managers tried to introduce tendon, a Japanese dish which is much like chop suey. The Chicago public refused to approve the substitution, "rather preferring evils that are known than desiring to leap to evils that it knew not of." After making a game struggle the restaurant was no longer able to stave off an involuntary petition in bankruptcy.

Best & Russell have been making an early summer campaign on all of their leading brands in local territory, featuring the "Owl" brand among the five-cent sellers. Figures which have been recently compiled show the year just completed to have been one of the best in the history of the company, and the present year thus far gives indication of surpassing all previous marks.

J. A. Stein, of the Pera Cigarette Company, was a visitor to the city last week.

F. E. Johnson, vice-president of the American Cigar Company, was shaking hands with his friends in the local trade last week.

Several of the fashionable down-town stands have been featuring "Partagas" and "Ben Beys" this week.

The cigars from the factory of John W. Merriam & Company have been the subject of much attention from the trade during the past two weeks owing to the fact that they have been pushed by John J. Dolan in all of his stores.

Mr. and Mrs. Samuel I. Davis arrived here last week on their way East from the Pacific Coast.

"Permit," the five-cent cigar of the J. & B. Moss Company, has been widely advertised to the local trade through the medium of newspapers and window displays during the past few weeks and unusual sales have been the result.

"Ben Bey" Cubans, in the two-for-a-quarter size, manufactured by Grommes & Elson, Chicago, are gaining in popularity and now have a wide distribution. The cigar seems to have found a particular niche in the favor of the public, which it is holding by sheer merit alone. The advertising of the company on this cigar has not been extensive.

One of the newest cigar stores in the city was opened by Schermerhorn last week in the New Continental and Commercial National Bank.

G. W. WHITCOMB.

A new cigar and candy store will soon open at 70 West Washington Street, Marblehead, Mass. It will be conducted by Arthur Rix.

NEW HOME OPEN FOR REID, MURDOCH & CO.

Building of Reinforced Concrete and Nine Stories High—Cost More Than One Million and a Half Dollars—Cigar Humidor One of the Largest in the World

COVERING an area of 322 feet on the river with a depth to North Water Street of 100 feet, practically an entire block, the new home of Reid, Murdoch & Company, wholesale grocers of Chicago, situated between Clark, La Salle and North Water Streets that city, worthily ranks with the other great buildings which have been reared in the Windy City. Nine stories in heighth and constructed of reinforced concrete at a cost of $1,600,000, it combines the artistic with the practical, and will doubtless be an incentive to adjacent business houses to emulate the example of this well known firm. Colonial red brick has been used for the facing of the street and river elevations, while the trimming of the building has been done in dark red terra cotta. An attractive feature of the building is a tower 180 feet in height, surmounted by a clock whose dials alone are 15 feet in diameter. The clock is to be illuminated in the evenings. A gigantic water tank in connection with the sprinkler system used by the company has been installed in the tower. Across the front of the building extends a wide dock of concrete, above which is a balcony, to which access may be had both from streets and dock.

The interior of the new structure covers 425,000 square feet of floor space, and leaves nothing to be desired. In the first sub-basement are located the boiler and engine room, refrigerating plant, olive packing, fish packing services and storage. The refrigerating plant serves the departments for dried fruit and cheese on the upper floors. The building also has in the sub-basement its own powerful fire pumps.

The second floor, which practically corresponds with the basement, is used as a general shipping and receiving room. The third floor, which is on the street level, is given over to the use of the offices and salesrooms, the entire length of the river frontage of the building being devoted to the purpose. The salesrooms occupy the eastern half of this space.

On this floor, also, is what is said to be one of the largest, if not the largest, cigar humidors in the United States, or even possibly in the world. It boasts a capacity of no less than 4,500,000 cigars. In addition to their extensive grocery business, Reid, Murdoch & Company conduct a large cigar department in which is done a splendid jobbing and distributing business.

The fourth and fifth floors are for general storage. The sixth floor is devoted to general storage and label rooms. The seventh floor is given over to the storage of cheese and its packing, with also space for general storing. On the eighth floor takes place the cleaning and packing of dried fruit, and here are coffee packing rooms, while on the ninth floor is conducted coffee roasting and sugar milling, as well as spice grinding.

York Manufacturer Doing Good Business

Friends in the trade of B. A. Shaffer, who conducts a cigar manufacturing plant at York, Pa., will be glad to learn that business with Mr. Shaffer is exceptionally good. In a recent statement Mr. Shaffer said so great has been the demand for his product during the past year that he has found it impossible to fill all the orders on hand. Mr. Shaffer also states that his factory has been running continuously during the past year and a half.

JOBBERS & DISTRIBUTORS DEPARTMENT

"Bold" Cigars With William A. Stickney Cigar Company

BOLD cigars will be distributed in the future in St. Louis and adjacent territory by the William A. Stickney Cigar Company. As this house is one of the links in a chain of jobbing houses distributed throughout the West, the advantages that will accrue to Bobrow Brothers through this connection will be many.

Congratulations have been sent to Henry Riesenberg, Western representative of Bobrow Brothers, for the excellent way in which he handled the matter.

Wholesale Branch Opened at Grand Junction, Col.

Recently, the J. S. Brown Mercantile Company, Denver, Col., opened at Grand Junction, Col., a wholesale branch which is intended to supply all retailers in that section, instead of having the goods shipped from the parent concern at Denver, as heretofore. The new branch is the third operated by the Brown Company in Colorado, the others being at Denver and Colorado Springs. Much attention is being given by the company to the "Little New York," a five-cent cigar, which is a smaller size of their well-known "New York Havana," manufactured for them by the American Cigar Company. The new brand is giving good returns and promises to shortly take its place among the nickel headliners of the Brown Company.

Niles, Moser & Rogers Cigar Company July 1.

According to reports, Niles, Moser & Rogers Cigar Company will be the new name of Niles & Moser, on July 1. About a year ago Niles & Moser acquired the cigar business of George Rogers in Omaha, Neb., and Mr. Rogers was continued in Omaha as local manager.

It is announced that the articles of incorporation of the Niles & Moser Company are to be amended to admit Mr. Rogers' name. The change will take place July 1, according to present plans.

It is stated that plans are being made for a larger and more commodious home for the Omaha branch of the firm.

"Osmundo" Selling in Rochester

"Osmundo," a brand manufactured by Seidenberg Company, is having the attention of the tobacco department of Brewster, Gordon & Company, Rochester, N. Y., Edward Loughney, manager. The "Osmundo," which comes in various sizes, is being placed in the principal stands of Rochester, the campaign in this end of the state being directed by Jim Schooley, of the company. The cigar was much in the limelight at the Elks' Fair which closed here recently.

J. J. Dauntler & Son Prospering

The firm of J. J. Dauntler & Son, wholesale and retail dealers in cigars and tobacco at Dixon, Ill., report that business is moving nicely with them. This firm was established in 1896 and in 1912 was forced to take new and larger quarters in order to care for their rapidly growing business. They carry one of the largest stocks in the Middle West.

Hemenway & Moser Open in Ogden City

THE Hemenway & Moser Cigar Company formally opened its No. 1 store in the David Eccles Building in Ogden City, Utah, on May 16th, giving souvenirs to all persons who visited the store. To everyone who attended the opening a rose or carnation was given and to those who made purchases, souvenirs in the form of aluminum sanitary drinking cups, boxes of choice candies and fancy decks of playing cards.

The new No. 1 store is admirably fitted up to take care of the patrons of the company, the floor being of tile and the walls beautifully tinted in a light shade of green and the ceiling of cream. The equipment is up-to-date in every respect and the installation of electric fans, and a large wall loungs adds much to the comfort of the patrons.

The store will be in charge of the well-known clerks, Lon Olson and George Carr.

"El Dallo" Taken on by Bakrow Brothers

Bakrow Brothers, Louisville, Ky., are much pleased with the success attending their recent acquirement of the "El Dallo," Manchester Cigar Company, Baltimore, which they have taken on as a jobbing line. Manny Bakrow, of the firm, reports that the first two days he was out with "El Dallos," that he placed the brand with more than eighty retailers, disposing of them in lots of from 100 to 750.

Jobbers' Jottings

"R. & S. Perfecto," a cigar being put up in tins, is one of the latest acquirements of the Rothenberg & Schloss Company, Denver, and is proving a big seller. Some boosting is also being done by the same company on T. J. Dunn & Company's "New Bachelor," twenty-five bands from these cigars entitling the holder to a cigar cutter free.

So great has been the demand in Tacoma, Wash., and vicinity, represented by Charles Young, for "Lovera Banderos," that Messrs. Schwabacher Brothers & Company, Seattle, find themselves somewhat handicapped in trying to keep up with the demand.

"La Verdad" cigars are being boosted by the Kingsbaker Cigar Company, of Kansas City. They are very much elated over the reports of the recent trip of Sam Kingsbaker, of the company, to Nebraska, who states that business looks very encouraging owing to the promise of a good harvest.

Wm. A. Stickney Cigar Company, St. Louis, Mo., report a good trade on "La Mega," the popular brand of V. Guerra, Diaz & Company. Mr. H. C. Culbreath, the company's representative, recently spent a couple of weeks in local territory boosting the brand.

EDISON'S ATTACK ON CIGARETTES BRINGS CHALLENGE FROM HILL

(*Continued from page 15.*)

Some of the papers and reformers are calling upon Mr. Hill to show scientific evidence that cigarettes are not harmful to boys. So far as we can learn, the argument has nothing to do with boys and the cigarette habit. It concerns the numerous attacks that are being made on cigarette smoking in general, and that cigarettes are harmful.

KNICKERBOCKER.

At the mass meeting held at No. 130 East Seventh Street, New York, N. Y., on Sunday, May 17, 1914, at 3 P. M., of over five hundred Bohemian, Polish, Hungarian, Slovak and other workingmen, most of whom are employed at the Thomas A. Edison plant at West Orange, N. J., and their friends, which meeting was presided over by Rev. C. L. Orbach, of Passaic, N. J., addresses were delivered by Louis N. Hammerling, president of the American Association of Foreign Language Newspapers, Inc., New York; Rev. C. L. Orbach, of Passaic, N. J., and Leon F. Wazeter, of New York.

This meeting was held for the purpose of denouncing the notice recently posted at the Thomas A. Edison plant at West Orange, N. J., prohibiting the use of cigarettes by employees of the said plant.

After due discussion the following set of resolutions was adopted:

WHEREAS, A notice has been posted at the shops of the Thomas A. Edison plant at West Orange, N. J., to the effect that the use of cigarettes will not be tolerated among the employees of the said plant, and

WHEREAS, The said notice directly affects and vitally concerns our people employed at the plant of the Thomas A. Edison Company, and

WHEREAS, This tendency on the part of employers to interfere with the personal affairs and freedom of their employees will tend to bring about and encourage in this country the obnoxious and unjust conditions of oppression and restriction of individual freedom, to escape from which we left our native countries, and

WHEREAS, If this tendency is not denounced and eliminated it may grow to such an extent as to dictate what we shall eat, what we shall drink, how we shall dress and how we shall live; now,

Resolved, That the undersigned are hereby authorized to act as a Committee representing those gathered here in mass meeting at No. 130 East Seventh Street, New York, N. Y., on Sunday, May 17, 1914, to draw up those resolutions as expressing the unanimous sentiment of the said mass meeting, and be it further

Resolved, That we protest most earnestly and emphatically against the notice posted at the Edison plant as an infringement upon the personal freedom and cherished privileges of liberty of man, and be it further

Resolved, That this attempt to dictate and direct the relaxations and personal pleasures of the employees of the Edison plant is un-American and contrary to those provisions of the Constitution of the United States, guaranteeing freedom to mankind and also an unwarranted step towards destroying the high ideals of the relationship existing between employer and employee, and be it further

Resolved, In view of the well founded report that the Ford Motor Company of Detroit, Mich., contemplates the issuance of a similar order prohibiting the use of cigarettes among employees, the Committee have a copy of these resolutions sent to every Priest, Minister and Rabbi of the different nationalities in the United States, with the urgent request to publicly condemn from the pulpit the tendency evinced by the notice of the Edison Company and the reported intention of the Ford Motor Company to interfere with the personal liberty of man, and be it further

Resolved, That we hereby appeal to all of our people throughout the country to voice their disapproval of the action of the Edison Company through their societies, and that wherever possible mass meetings be held for the purpose of passing resolutions similar to these, and be it further

Resolved, That any steps taken by the Committee to secure publicity of those resolutions among our people are hereby approved.

Committee:

(Signed) REV. C. L. ORBACH,
Chairman.

(Signed) LEON F. WAZETER,
Secretary.

New York, N. Y., May 17, 1914.

Mr. Hill's letter to Mr. Edison follows:

May 18, 1914.

Mr. Thomas Alva Edison,
West Orange, New Jersey.

Dear Sir:

Statements relative to cigarettes, accredited to yourself and Mr. Henry Ford, have appeared in the newspapers recently.

These statements are so erroneous and so misleading that in justice to the millions of intelligent men who use cigarettes we are compelled to resent your unjustified attack. Slander of the cigarette by parties of less prominence than yourself attract no attention, certainly from us. Since your prominence and fame give your words greater weight than the words of men of no importance there is imposed upon you a corresponding responsibility to make no statement reflecting on a product—and on the millions of users of such product—without investigation and the certainty that comes from investigation.

The form of your statement is of a character that denies us an opportunity to demonstrate its falsity, and to prove the harmlessness of our product in a court proceeding. **If you see fit to make a statement of the harmful effect of any of our brands, in such form that being false it is libelous, we will be delighted to institute suit for damages, and will devote the proceeds to some designated charity.**

The scientific facts are all in favor of the cigarette, and no man can change these facts because he personally prefers a pipe or a cigar or a stogie or a chew of plug to the cigarette.

Several years ago it was quite the fashion to attack cigarettes. Lurid statements of the evils of cigarette smoking were circulated extensively by well intentioned ignorant people, by notoriety seekers and by thrifty legislators. Anti-cigarette bills swept through the Assemblies of several states.

The agitation was such that medical men and other scientists undertook thorough examinations of the cigarette. Everything in connection with cigarettes—the tobacco, the ingredients with which it is treated, the paper, even the printing on the paper—were analyzed by the ablest chemists in America and Europe. Packages of all the leading cigarettes were purchased in the open market by representatives of State and municipal health boards, medical journals and other investigators, and analyzed thoroughly by public and private chemists. Scores of such tests were made, in practically every State in the Union, in London, and, I believe, in various other European cities.

Every one of these investigations resulted in exactly the same set of findings, viz.: that the cigarette is absolutely pure, that it contains less nicotine than any other form of tobacco products; that the combustion of the paper is harmless in its effect on the human physiology, that its temperate use is in no way injurious to normal users.

I am enclosing you herewith extracts from the "London Lancet," a famous British Medical Journal, which has been making examinations of tobacco since 1853. Also, an extract from the Medical Journal of New York; also an extract written by Leonard K. Hirshberg, M.D., M.A., A.B., Johns Hopkins University, taken from an article in Harper's Weekly entitled, "The Truth About Tobacco," in which he quotes Dr. Osler and other eminent authorities.

Pages of extracts from Medical Journals could be published and more pages could be filled with the statements of famous physicians and chemists, all of whom testify to the same general effect.

As a rule attacks on cigarettes are so vague and indefinite that it is impossible for manufacturers to bring the slanderers to account. However, some years ago a prominent Chicago newspaper gave a manufacturer an opportunity for action, which he promptly embraced by suing the newspaper for libel. Scientific examinations were then made by the newspaper—which might have made them before publishing its falsehoods—and the cigarettes were found to be absolutely pure. The newspaper settled the libel suit out of court, and published a retraction and apology in its own columns and in various other newspapers at its own expense.

Certain custom officials of Great Britain made a similar attack, and the manufacturers immediately called the matter to the attention of the government. The government, in its desire to be fair and unbiased, caused a complete, scientific examination to be made by experts, with the result that a public retraction was authorized and made by the officials.

As the results of these various scientific investigations and court actions became known, and as doctors and thinking men generally came to study the cigarette carefully, the prejudice against it died out even more quickly than it had arisen.

(*Continued on next page.*)

Aside from the overwhelming weight of scientific testimony, common sense alone will convince any reasonable man that the cigarette is not injurious. That this must be true is proven by the number and types of men who use cigarettes. Unquestionably the cigarette is the favorite smoke of doctors in every city and large town in the land. Preachers, lawyers, bankers, business men, laboring men and men of all classes have deliberately turned from cigar and pipe to the cigarette. **Inasmuch as ten to twelve million American men use cigarettes, and perhaps even a larger percentage of educated Europeans, your charge of feeble mindedness lies against an overwhelming proportion of the commercial, professional, artistic, musical and industrial world.**

The increase of cigarette smoking in the United States in recent years is significant. In 1900 two billion six hundred thousand cigarettes were made in this country. In 1913 fifteen billion eight hundred million cigarettes were made here—an increase of 700 per cent. The figures for the last seven years are as follows:

1907	5,292,171,000
1908	5,793,846,000
1909	6,811,498,000
1910	8,612,566,000
1911	9,919,018,000
1912	13,233,802,000
1913	15,812,092,000

This tremendous popularity, which is growing all the time, is possible only because millions of American men have convinced themselves that cigarettes are good for them.

If cigarette smoking is to be treated fairly, you must admit that the subject is one that can be discussed only as a matter of personal taste. You may or may not like cigarettes. That is, of course, the right of any man. But it is hardly wise to use one's personal likes and dislikes as a basis for declaring that several million men are feeble minded—especially when that sweeping indictment is directed against thousands of doctors, lawyers, college professors, ministers, business men and other leaders in every department of thought and activity. Also, when one confuses his likes, or dislikes, with scientific facts he certainly can hardly be expected to be taken seriously.

You may exercise your personal privilege in liking or disliking anything, but you place yourself in an unfortunate light when you attempt to use your position as an employer of labor to coerce your employees into agreement with your personal points of view. Americans cling tenaciously to the belief that they have the right to entire freedom of opinion and freedom of action so long as they do the work for which they are employed. The man who happens to be working in a factory has just as much right to his personal likes and dislikes as has his employer; and the employee might well resent any effort on the part of the man who happens at the time to be his superior in authority to tell him how he must regulate his personal, private affairs.

In fairness to our industry, and in fairness to the millions of intelligent men who smoke cigarettes, you should either prove your contention or enable us as manufacturers to disprove it. We believe that upon investigation and reconsideration you will admit your error and give as much publicity to your retraction as you gave to your original unwarranted attacks.

Respectfully,

PERCIVAL S. HILL,
President,
The American Tobacco Co.

Extracts from the London Lancet and the Medical Journals.

The London "Lancet," a medical publication of the highest capacity and integrity, has been making examinations of tobacco since 1853. At the height of the anti-cigarette craze, in 1899 or 1900, the "Lancet" made a rigid scientific examination of cigarettes and its findings were quoted in scientific papers the world over. Herewith are some of the "Lancet's" statements.

"The subject (of the cigarette) was obviously of great public interest, and The Lancet Analytical Sanitary Commission was appointed in 1888 to make inquiry on these heads, with the result that we were able to say in the Lancet of October 20, 1888, that there was no trace of opium or any 'unclassified alkaloid' in the tobacco, not a trace of chlorine or arsenic in the paper, but there was a faint trace of copper due to the metallic lettering on the paper wrapping. The indictment to which we have referred nevertheless gained ground and eventually disturbed the minds of many people in the United States, where a large proportion of the tobacco supply of the world is produced. This ultimately led to a very remarkable movement against the use of the cigarette. The tactics adopted by the leaders of this movement are decidedly odd and, to put it mildly, somewhat illogical. tion. * * *

"Absurd statements of this kind continue to be made in the United States, and the subject has appealed to us as one of general public interest and one which merits inquiry. * * *

"The results show no foundation whatever for the exaggerated statements that have been made. Foreign toxic substances were not found in a single instance, and amongst those looked for, both in the paper wrapper and in the tobacco, were morphia, phosphorus, arsenic, mercury, copper and other heavy metals. The only evidence of a metal being present was in the case of copper in the paper. This metal, however, was just barely indicated, and having regard to the extreme delicacy of the chemical test for copper, the quantity present must be so excessively minute as to put any question of its being injurious beyond consideration. * ½ *

"To sum up, there is not a single factor in these numerous results upon which can be fairly based any allegation of the presence of a substance producing injury to health. * * *"

"The Medical Journal of New York," in quoting from and commenting on the "Lancet's" report, opened its editorial with this sentence:

"The wholesale and indiscriminate abuse of the cigarette, and the ascription to its use of a large proportion of the 'ills the flesh is heir to,' are yet forcibly in evidence, notwithstanding all that has been written to show the puerile and misleading character of the charges brought against it. * * *"

Columns of extracts from medical journals, all of the same tenor, might be published, and more columns could be filled with the statements of famous physicians and chemists, all of whom testify to this general effect. Leonard K. Hirshberg, M.D., M.A., A.B., Johns Hopkins University, in an article in "Harper's Weekly" entitled "The Truth About Tobacco," says:

"The white paper wrappers of cigarettes do not harm. They are made of clean rice-paper, and, while neither nourishing nor stimulating, they are too small in bulk to do damage."

In stating that the use of tobacco does any damage, Dr. Hirshberg says:

"I may refer to the conclusions of a physician of world-wide reputation—one of my instructors at the Johns Hopkins Medical School and a man of many years' experience in some of the largest medical clinics in the world. 'I have yet to see,' he said, 'in either a clinic or a pathological laboratory, any evidence to condemn tobacco in any form, not excepting cigarettes.'

"Dr. Osler, in his monumental 'Principles and Practice of Medicine,' speaks of 'so-called tobacco heart,' and mentions three varieties, but he dismisses all without much ado and says in the next paragraph that 'cardiac pain without evidence of arterio-sclerosis or valvular disease is not of much moment.' In other words, he seems to doubt that 'tobacco heart' has anything to do with tobacco and is convinced that whatever the cause, it is scarcely dangerous enough to be seriously considered."

Special Pullmans for Louisville Meeting

G. E. Webb, secretary of the Tobacco Association of the United States, has sent notice to the members and invited guests who expect to go to Louisville and Lexington to attend the Twentieth Annual Convention, that special Pullmans will leave Richmond, Va., June 15th, at 2 P. M., over the C. & O. for Louisville, arriving at 11 A. M. Tuesday, June 16th.

Those who go to the convention from Virginia and the Carolinas can, if they so desire, purchase mileage, which will be a net saving of about $3.50 for the round trip. Southeastern Passenger Association Mileage, Form Z, will be honored by agents of the Southern, Seaboard and Coast Line direct to Louisville, and for the return trip agents in Louisville will accept a difference in cash to make up the difference in mileage used on the going trip back to original starting point. Those who desire to do so, can connect with trains at Lynchburg, leaving there at 4 P. M. Monday, and arriving at Louisville at 11 A. M. Tuesday. Parties from Southern trains will meet Richmond and Petersburg delegation at Clifton Forge. It is the desire of the railroad authorities to operate special sleepers from Richmond to Louisville.

Any further information will be gladly furnished by the secretary, G. E. Webb, Winston-Salem, N. C.

Associated Cigar Stores Apparently Give Up

The Associated Cigar Stores, which created a furore in Rochester, N. Y., not long since, apparently have passed out of existence without much noise. The club quarters are deserted, and the furnishings of the club have disappeared.

John Stevens, the organizer of the association, withdrew some time ago because, it is said, his methods did not meet with the full approval of some of the stockholders.

KEY WEST KLIPS

Two New Bonded Factories Now Active—W. H. Malone Candidate for Congress—Havana-American Company Preparing to Operate in Bond—Moreda & Company Rushing Work on New Factory

KEY WEST, FLA., May 25, 1914.

IT has been raining off and on for the past week and the damp weather has slightly hindered the cigarmaking industry, although it will be seen that the increase of the shipping lists over last report that trade has revived some.

Now that the big shop of the E. H. Gato Cigar Company and the bonded factories of the M. Perez Company and the Mi Favorita Cigar Company are in active operation, the dark clouds of business depression which have been hanging over the industry for the past few months have begun to clear away and show their silver linings. There are now better prospects for a more lively run.

There is only one candidate of the many that are now before the people of this state that the citizens of Key West can and do fully place their full confidence and trust in that one is the candidate for Congress, William H. Malone, of the Professional Cigar Company, a native of Key West, who will use his utmost efforts in the interest of this section.

Frank Fresberg, American Tobacco Company, had his headquarters last week at the Jefferson Hotel. In a large advertisement in the morning daily he offered to redeem fifty "Sovereign" cigarette coupons for a mammoth flag blanket (of all nations), size 12½ x 28½ inches. This brand of little smokes enjoys a great popularity in this city.

News was received in this city last week of the sudden death of Sol Rosener, general representative of the Jose Lovera Company at New York City. Mr. Rosener was well and favorably known in Key West, where he had many friends. He was at one time representative of the Ferdinand Hirsch Company and was also one of the founders and senior member of Rosener, Arnold & Company, which did business here some years ago. Mr. Rosener was one of the active promoters in the consolidation of various of the leading clear Havana cigar factories of Tampa and Key West of which the Havana-American Company was formed.

The Havana-American Company has a large force of cigarmakers working up the material on hand so that when the permit to operate their shop under the new bonded law arrives they will be in a position to make the change without the loss of much time. A. L. Sylvester, president of the company, spent a few hours at the factory recently while en route to Cuba. Miss Margaret Wyatt, daughter of the office manager, left recently for New York, where she will spend the summer.

J. H. Cayro, the leaf dealer of Havana, passed through town recently, being en route to Cuba from New Mexico, where he has been visiting his old friend, Walter J. Lightbourn, formerly vice-president of the Cortez Cigar Company.

Among the trade travelers passing through the city recently were: Felipe Rodriguez, of the Estimella factory; Jose Lovera, of Jose Lovera Company, and M. B. Pendas, of Y. Pendas & Alvarez, all being en route to Havana.

Julius Wolf, of S. Wolf's Sons, arrived last week from a short business trip to the North.

Last week will be recorded in the history of this as the start of making of cigars in bond. The M. Perez Company was the first to open under the new conditions. The Mi Favorita Cigar Company started the work on Thursday with a full force of cigarmakers enrolled and their entire building bonded. The stamps to be used on the government guaranteed goods were also received last week at the Custom House. The first shipment of these goods will go forward this week.

A. J. Alvarez, representing *El Tobaco*, official organ of the trade in Cuba, was in town last week and has since left for New York via Tampa.

Business is good at the factory of the Cortez Cigar Company. Vivian Myers, vice-president of the company, who has been spending some time at the factory, left last week for Savannah, Ga., headquarters.

Robert S. Tatum, southern representative of the Liggett & Myers Tobacco Company, was a caller on the local trade recently in the interest of "Piedmont" cigarettes, the most widely sold paper rolls on the market here. He has since gone on to Tampa, Fla.

After a six weeks' shut down caused by labor troubles the E. H. Gato Cigar Company resumed work on the 11th inst., seating four hundred and fifty cigarmakers. Everything was running along smoothly until the morning of the 16th, when one of the men arose and decided to make a speech, but was quickly called down by the foreman, who informed him that same would not be tolerated as it was against the rules of the house. The would-be speechmaker walked out, followed by other cigarmakers of the shop. After the loss of a day the men decided to return to work on the 18th. All is serene once more at the big factory and every effort is being made to catch up with time lost during the strike. Ed and Frank, sons of Vice-President E. H. Gato, Jr., are expected to arrive in town from Atlanta, Ga., where they have been attending the Georgia Military Academy, to spend their vacation with their parents. Ed will not return to school, as he graduated during this term. President E. H. Gato, Sr., is expected at the factory at an early date from Cuba. After his arrival here he will leave for New York, accompanied by Vice-President E. H. Gato, Jr.

Our Cuban fellow citizens celebrated their Independence Day on the evening of the 20th inst. with a large meeting at San Carlos Hall. During the evening patriotic addresses were made by Consul A. D. Carrasco and others.

Work on the new factory building for Moreda & Company is going on rapidly and the structure is fast taking on shape. Judging by progress already made the building will be ready for occupancy long before the time called for in the contract. At the factory trade is in fine condition and they are operating with all tables manned.

Herman and Walter Pinder, of H. H. Pinder & Brother, the cigarists and cigar manufacturers of Miami, Fla., during their recent visit to this city, decided to remove their factory here so as to be nearer the basis of supplies of Havana leaf stocks.

Luis Martinez, president of the Martinez-Havana, who has been paying a visit to the firm's New York headquarters, is expected to return this week. Upon his arrival it will be made known when he intends to bond the factory.

There has been very little doing the past two weeks in the way of leaf importations from Cuba, as all of our factories now have large stocks of leaf stored in the local bonded warehouses.

INGLACITA.

Cigar Shipments for Two Weeks Ending May 25th, Via Mallory Steamship Line to New York, Mobile, Galveston and the East and West Coasts of Florida.

	Cases.
Cortez Cigar Co., Savannah, Ga.	41
S. Bachman & Co., San Francisco	20
S. Bachman & Co., Los Angeles, Cal.	2
Park & Tilford, New York, N. Y.	55
Lowden & Co., New York, N. Y.	8
United Cigar Stores Co., New York	26
United Cigar Stores Co., Chicago	5
The Fair Store, Chicago, Ill.	3
Chapin & Gore, Chicago, Ill.	3
A. Breitung, Chicago, Ill.	3
Parker Railway News Co., Macon	2
Thos. W. Short Co., St. Paul, Minn.	4
Lilly, Dungan & Co., Baltimore, Md.,	4
Newdecker Tobacco Co., Baltimore	3
F. A. Davis, Baltimore, Md.	2
Wm. Boucher & Son, Baltimore, Md.,	2
Reymer Bros., Pittsburgh, Pa.	5
Hart Cigar Co., Portland, Ore.	5
Wm. Henderson & Co., Washington	4
C. B. Lamenson, Butte, Mont.	9
Metropolitan Cigar Co., Denver Colo.,	3
Moore & Jones, Nashville, Tenn.	2
Columbia Drug Co., Savannah, Ga.	3
Sanford, Chamberlain & Allyers Co., Knoxville, Tenn.	4
F. J. O'Hara, Scranton, Pa.	2
S. H. Surman, Milwaukee, Wis.	5
Fuller & Fuller, Chicago, Ill.	2
National Cigar Stands Co., Chicago	3
P. & H. Cigar Co., Muskagee, Okla.	2
Geo. W. Nichols & Co., New York	12
Ruy Lopez Co., New York, N. Y.	5
Gwynn, Straus & Co., New York	5
Metropolitan Tobacco Co., New York,	3
Godfrey S. Mahn, New York, N. Y.	2
Godfrey S. Mahn, Philadelphia, Pa.	14
Jos. Way, Philadelphia, Pa.	2
Moore Cigar Co., Philadelphia, Pa.	2
Duncan & Morehead, Philadelphia	4
H. F. Lyons, New York, N. Y.	2
Martinez-Havana Co., New York	4
E. H. Gato Cigar Co., New York	5
Acker, Merrall & Condit Co., New York, N. Y.	4
Smith, Klein & French, Philadelphia,	2
Finley, Acker & Co., Philadelphia	3
Patterson & Hoffman, Oklahoma City,	2
U. Koen & Co., New Orleans, La.	4
Chas. Myer & Co., New Orleans, La.,	2
A. B. Greenwald Cigar Co., Los Angeles, Cal.	4
H. Bercovich, San Francisco, Cal.	2
A. A. Ford, Oklahoma City, Okla.	2
Sam Freund & Co., Waco, Tex.	3
M. A. Gunst & Co., San Francisco	4
M. A. Gunst & Co., Los Angeles, Cal.,	5
Glaser Bros., San Francisco, Cal.	3
A. B. Greenwald Cigar Co., Los Angeles, Cal.	6
Rothenburg & Schloss Co., Kansas City, Mo.	2
Moore & Jones, Nashville, Tenn.	4
Southern Cigar Co., New Orleans	4
R. D. Burnett Cigar Co., Birmingham,	3
Capital City Tobacco Co., Atlanta	4
J. N. Taub & Son, Houston, Tex.	2
Sam Freund & Co., Waco, Tex.	2
Casey-Swasey Co., Ft. Worth, Tex.	2

Interesting Reports of Seed Leaf Growers Company

Very interesting were some of the reports made at a recent regular Saturday morning conference of the tobacco growers of Lancaster and vicinity, at the office of the Seed Leaf Tobacco Growers' Company, that city. One grower reported that in his section, a packer had sold a goodly portion of his 1911 crop at a fair price, an indication that the old tobacco has started to move. This enables local packers to purchase the balance of the 1913 crops on which better prices are now being obtained than a few weeks previous. Inspector Borngesser stated that he had made several calls in the field and had several schedules listed. The farmers having finished their planting, now have more time to devote to the delivery of their tobacco, and are making every effort to get the tobacco into the packing as soon as possible. Something like 6500 pounds had been received by the company as over a recent accounting with a large delivery scheduled for the following week.

"El Dallo" has been taken on by the firm of Bentley & Settle, wholesale grocers, Syracuse, N. Y., for distribution.

"Jose Villa" Made-in-Bond, Capturing Los Angeles Smokers

There has been no let-up in the rushing business now taking place in Los Angeles on "Jose Vila" cigars, made-in-bond, Tampa, Fla., by Berriman Brothers. The display shown herewith is one that appeared in the Fred Barman & Brother store in the Alexandria Hotel Building. This is only one of a large number of such displays that have been made in Los Angeles.

"Reyno" Cigarettes in Baltimore

The R. J. Reynolds Tobacco Company recently did some boosting in Baltimore on their "Reyno" cigarettes. Mr. Mueller, who has charge of the territory for the company, reports that they have taken well with the smokers of Baltimore. In addition to the work of Mr. Mueller, the company is giving away a series of pictures with the brand, four pictures to the set, the same being prominently displayed in the windows throughout the city. Needless to say, they prove an additional incentive aside from the quality of the cigarette.

Keeps Cigar Stand to Accommodate Diners

Recently it was the original intention of W. C. Rutledge, proprietor of the main hotel of Moro, Ore., to eliminate his cigar line, but so insistent have been the demands for after-dinner cigars, that he has reconsidered his determination and will continue selling cigars to his guests, inasmuch as he finds that the profits derived are not to be overlooked. He has restocked with "El Sidelos" in five sizes and will take an active part in their distribution.

Lang & Company, Portland, Ore., find it rather difficult to keep up with the demand for the "San Felice," the well-known brand of the Deisel-Wemmer Company, Lima, Ohio.

L. S. Hamlin Doing Good Work on "El Palencias"

L. S. Hamlin, who recently connected with Boltz, Clymer & Company, as city salesman, San Francisco, is meeting with splendid success in his work on the company's "El Palencia," and to his credit, be it stated, that though Mr. Hamlin succeeded a salesman who is said to have had little difficulty in overcoming obstacles, his work does not suffer in comparison. "El Palencias" are going big and principally due to the efforts of Mr. Hamlin.

Union-American's Brand Forging Ahead

An increase of 1,473,250 cigars for the first three months of the present year, over the same period of 1913, is the enviable reputation acquired by the "Rocky Ford," the well-known five-cent cigar of the Union American Cigar Company, Pittsburgh, Pa. The company is decidedly pleased with the returns on the brand which certainly speaks for itself.

J. V. Payne, who discontinued his retail business in North Yakima, Wash., some time ago, has launched into the jobbing business in the same territory. So far the development of his trade has been very satisfactory, his lines including all the leading domestic cigars, cigarettes and tobaccos. Mr. Payne takes care of the imported clear Havana lines, also.

OBITVARY

John F. Jones

John F. Jones, a widely-known tobacconist of Wilmington, Del., died of pneumonia at his home, 1112 West Fourth Street, on May 11th. Mr. Jones was forty-five years old, and had been ill only a short time. His death came as a great shock to his many friends.

Mr. Jones entered the cigar business in Wilmington twelve years ago, and at the time of his death had two of the best equipped stores in the city, one at Sixth and Market Streets, and one at Ninth and Market Streets.

The deceased was widely known in harness racing circles and his stables at one time included the famous "Jack Gillman," "Rosewood," "Lady Bess" and "Hidalgo." He disposed of his racing horses, however, some time ago.

Mr. Jones is survived by a widow.

John W. Hulbert

John W. Hulbert, seventy-seven years old, the oldest tobacco merchant in Auburn, N. Y., and who had the contract for many years to supply Auburn, N. Y., State Prison with tobacco, expired Tuesday afternoon, May 19, at his home, 83 Fulton Street, Auburn, following an illness of six months. Only three days before his death the late Mr. Hulbert sold his tobacco business in Auburn to Max Podworsky. When a boy the deceased entered the store of John Richardson, Genesee Street, Auburn, as a tobacco stripper. Twenty-five years afterward he bought out Mr. Richardson and conducted this store until twelve years ago, when he removed to 12 North Street, Auburn, which business he sold just before his demise. Deceased leaves his wife and one son, John Hulbert.

DeWitt P. Foster

DeWitt P. Foster, thirty-seven years old, engaged for years in operating a tobacco plantation in Consolacion del Sur, Cuba, expired Sunday night, May 24th, in Cuba, following a brief illness. Cablegram was received Monday, May 25th, by relatives of deceased tobacco grower, in Lyons, N. Y., where the late Mr. Foster was born. Interment will be in Lyons, N. Y., about ten days hence.

William C. Hees

William C. Hees, a cigar manufacturer of Belleville, Ill., died recently at his home at the age of seventy-one years. The deceased was born in Germany, March 18, 1843. He was a veteran of the Civil War.

Mr. Hees is survived by a widow, four sons and two daughters.

Truman Hale

Truman Hale, a large tobacco grower of East Hartford, Conn., died suddenly on May 17th, of acute indigestion, aged eighty-six years. Mr. Hale was born in South Glastonbury on December 30, 1828.

The deceased is survived by one niece and four nephews.

George M. Kohler

George M. Kohler, of the cigar manufacturing firm of Baugher & Kohler, of Hanover, Pa., died recently from pleurisy and congestion of the lungs. Mr. Kohler had been ill less than a week. The deceased is survived by a wife, one daughter and two brothers.

Cecil H. Fuller

Cecil H. Fuller, aged seventy-eight years, one of the best-known citizens of Suffield, Conn., died recently after a lingering illness. He engaged in general farming and later took up the cultivation of tobacco, at which he was successful.

The deceased is survived by a widow and two sons.

Samuel H. Wells

Samuel H. Wells, aged seventy-six, a widely-known tobacco grower of Enfield, Conn., died recently of pneumonia. He had operated his farm in that section for fifty years.

The deceased is survived by one son and two daughters.

John E. Kirkpatrick

John E. Kirkpatrick, Ripley, O., died within the past fortnight at the Bethesda Hospital, that city. Mr. Kirkpatrick, who was sixty-eight years old, had long been interested in the tobacco business until a few years ago, having been a shipper to the Cincinnati Burley tobacco market. Mr. Kirkpatrick's inter tobacco affairs was active up until his death. He was vice-president of the Ripley National Bank and a brother of L. C. Kirkpatrick, president of the Farmers' and Shippers' Tobacco Warehouse, Cincinnati. The deceased is survived by a wife and one son, Edward V. Kirkpatrick, who is well known on the local tobacco breaks.

Daniel Balch

Following an extended illness, Daniel Balch, fifty-seven years old, died at his home recently, 114 Merrimac Street, Newburyport, Mass. Mr. Balch, who is survived by a widow and one son, for thirty-three years had conducted in Newburyport a cigar and newsstand.

Joseph Rocha

Manager of a chain of small cigar stores in Brooklyn, N. Y., for Mrs. Luis Mendez, Joseph Rocha, a native of Madrid and member of a distinguished family, committed suicide recently by hanging himself in his home, 44 Rutland Road, Flatbush. Mr. Rocha, it is stated, lost his fortune a few years ago, and since which time he had been employed as manager of the stores for Mrs. Mendez.

Harry B. Grems

Harry B. Grems, aged forty-nine, until last summer proprietor of large tobacco and cigar business in Watertown, N. Y., which went into bankruptcy, expired early Tuesday, May 26th, in City Hospital, Watertown, N. Y., following an extended illness.

Only last month Justice Emerson in Watertown rendered a decision concerning life insurance policies totalling $3000 which were held by the bankrupt tobacco dealer, and which creditors claimed were part of assets and which they tried to secure for payment. Mrs. Grems contended the policies were her own property and that the creditors could not realize from them, and Justice Emerson sustained her contention. Interment was Friday morning, May 29th, in Hermon, N. Y., his former home.

RETAIL KINKLES

Catchy Schemes Used Successfully By Thinking Men To Improve, Enlarge and Popularize Their Business . . .

FOREWORD

THE merits of the much discussed question of premium giving is not within the province of this department. We leave that to the individual dealer. But that there are wide awake men who believe in this method of boosting sales and securing legitimate publicity, is evidenced by the number of letters which the publishers have received desiring information as to where goods which are suitable for this purpose can be procured.

This department will welcome letters from readers of The Tobacco World which set forth any legitimate publicity campaign that is adaptable to the trade.

Let's get together, then, and help ourselves by helping the other fellow, who is groping for new ideas and new methods for trade building.

* * *

Patriotism To Help Sell Cigars

Holidays, to the retail cigar dealer, afford many opportunities for the expansion of trade, and when these occasions occur during the latter part of the week, as they do in the current year, they are of especial value.

The midsummer celebration of our Independence Day occurs on Saturday, and to the wideawake dealer, this means special inducements to offer cigars at attractive prices, that will tempt not only the regular customer but the casual one, to buy in larger quantities, and thus provide himself and his friends with a sufficient number of smokers to carry over Sunday.

A splendid manner to call the attention of the men to a store would be to secure a reproduction of a parade, flag raising or other local celebration, from the files of a newspaper, or snap shot by an amateur photographer, and have this reproduced on the back of an ordinary postcard addressed to as many of the smokers as can be obtained from the city or telephone directory.

On the reverse side of the postcard, typed in letters not too large or heavy, prices for the day could be run alongside of the regular prices, but to receive the best results, emphasis should be laid upon quantity, so that the increased business will net more than the regular sales, even with the reduced prices.

In a location where picnics and outings are in order, or any patriotic event forms the feature of the day, a scheme to present every purchaser with a red, white and blue hat band that can be used for the day and then discarded, would be all the inducement needed. These could be purchased at reasonable rates and need not be of the highest quality, but should be equipped with any attachment that will fasten or unfasten easily, so that it can be placed over the regular band and removed when the wearer tires of it, or the celebration is over.

With an offering of this kind a reduction in the price of the smokes need not be made, as this will prove of sufficient strength to draw enough extra trade and increase in sales to offset the expense.

Announcement of these plans should also be made by window bulletin, handbill, or, where circumstances warrant, in the local dailies.

Getting Overalls Out of Smoke

If every cigar dealer who is anxious to succeed in his chosen line of business would study the environment of his customers as closely as did the dealer in a mining and manufacturing district in the Keystone State, there would be fewer failures recorded at the end of each year.

This dealer frequently heard complaints from the patrons of his store that overalls were a constant source of expense, and consequently he was the loser of several dollars' worth of merchandise.

Seized with an inspiration, he wrote a manufacturer of these goods, asking for their best terms, and explaining that he planned to give these away as premiums when the purchaser returned sales slips for a given amount. This stock would also be displayed, and window cards would acquaint the workingmen of that city with the fact that this brand of overalls would be given for coupons issued by this store, and if circumstances warranted, they would be sold for cash at regular rates. This method thus advertised the firm's product as well as the cigar store.

The workingmen were quick to seize upon this method of securing what must otherwise be purchased from their regular funds, and reports received indicate an increase of more than 15 per cent. profit, over the same period, as prior to the coupon exchange system.

* * *

Turning Loss Into Profit

A city which boasts of its baseball team, though not represented by either of the so-called "Big Leagues," was the residence of a cigar and tobacco dealer who will one day reap the rewards of a little original thinking.

Situated in a neighborhood where the advent of summer meant a decrease in sales and profits, he set to work on some plan that would overcome this hot weather setback, and provide sufficient funds for a little outing of his own.

Realizing that any publicity stunt that secured the cooperation of the boys was sure of success, he conceived the idea of offering baseball accessories as a means of securing and holding the trade of the fathers.

Accordingly, as soon as a few windows had been broken, and a few inquiries had been made for the ball, this Solomon directed an appeal to the married men in his city, and offered to equip their boys with baseball paraphernalia if they would buy their cigars, cigarettes and smoking tobacco at his store.

With each sale a slip was given, indicating the amount purchased, and on the back was printed the amount of purchases required to secure a glove, bat, ball or uniform complete.

When questioned as to how this could be managed, this "live wire" was perfectly frank about the plan, and stated that he felt the increased sales, new customers and "quantity buying" would offset the expense and leave a margin of profit.

The results to date have proven the theory to be correct, and plans are now being made for the exchange of roller skates, ice skates and hockey sticks for the coming season.

Detroit

E. N. Harris & Company Get Whitney Arcade Store—Park View Tavern, Sixteen-Story Hotel, Planned—Detroit Factories Feel Western Revival —Watson Company to Distribute "R. G. Dunn" Cigars

DETROIT, MICH., May 25, 1914.

THAT "The Tobacco World" is read with interest was proven last week, when the May 15th issue was in the hands of its subscribers. That particular issue contained a very handsome photograph of an interior view of the Bert Johnson cigar department of the G. & R. McMillan store. Since then Bert has received at least a dozen letters and postal cards from friends in all sections of the country commenting on this reproduction.

The report is current that E. M. Harris & Company, retail cigar dealers at 119 Woodward Avenue, Detroit, have secured a lease on a store in the New Whitney Arcade at Woodward Avenue, Grand Circus Park and Washington Boulevard, at an annual rental said to be in the neighborhood of $8000. The store will be on Woodward Avenue, and is the first one south of the entrance. In size it will be 20 by 60 feet. The New Whitney Arcade is now in course of construction and will not be completed before early next spring. It will be sixteen stories in height, and will be one of the finest store and office buildings in the city; it will cater to high-class shops only. The store selected by the Harris Company is a most excellent one; it will be practically the only exclusive cigar store on Woodward Avenue for a matter of three blocks south of Grand Circus Park. It is right on the way to the new Hotel Statler and the Tuller Hotel. The Harris Company will probably not occupy same until May, 1915, which is the time their present lease expires. This will be the only cigar store in the building, and in addition to having an entrance on Woodward Avenue, there will also be an entrance into the lobby or arcade part of the building. There were quite a number of bidders for this store, among them being Acker, Merrill & Condit, of New York City, whose bid was second high. Leander Harris, head of the E. M. Harris Company, was given preference over all the others on account of his reputation as a dealer in high-grade cigars and because of his past experience and successful business career in the field. Mr. Harris has a very large following and will help to bring a lot of people to that part of the city. He is certainly to be congratulated in having been given first choice in this matter. The good news will be welcomed by his numerous acquaintances and friends.

It looks very certain that Detroit will have another large hotel, to be called the Park View Tavern, and located at the northwest corner of Adams and Witherell Streets. The stock of the proposed company is now being placed on the market, and according to brokers who have just offered the same for sale it is selling very readily and there seems to be a great amount of interest in the proposition. The hotel will be about sixteen stories high and will contain around five hundred rooms; it will have many club features and will particularly cater to the men. Officers of the company include as president William P. Beyer, who for many years was half-owner in the Hotel St. Claire. When the hotel is erected and completed Mr. Beyer will undoubtedly be its manager. Should this deal go through, which at this stage of the game looks as if it would, Detroit will have a total of sixteen hundred rooms added to its hotel accommodations, which includes those of the Statler and new addition to the Tuller.

Eddie Lichtig, Michigan representative for the Philip Morris Cigarette Company, is back from an extended trip to the summer resort country. He came back "all smiles," indicating that he enjoyed a good business. He will confine his efforts for the next few weeks at least in building up a larger business locally.

H. Anton Bock with Frank Horning was in Detroit on May 22nd in the interests of the "Don Antonio" cigar.

Victor Thorsch, famous for the "New Bachelor" cigar, was also one of our recent prominent visitors.

Business with the local cigar manufacturers is picking up. As most of their goods are shipped out of the city it would indicate that business in the West, where most of them go, is getting better, and things generally are reviving. As for retail business, dealers report that conditions are better than last year for the same period.

Among those in our midst recently was Robert T. Dorning, representing G. W. Faber & Company, who import the cigars made by Henry Clay & Bock. Also Ben Lesser, of F. Lozano & Company, who, as usual, stired up things on the "Lozano" brand and left our beautiful city with some healthy-sized orders for immediate shipment.

The Hotel Pontchartrain, of Detroit, is now furnishing its "Count Pontchartrain" brand to the Columbia Club in Indianapolis, the Fellowcraft Club, Detroit; the Detroit Club, the Hotel Olympia at Mt. Clemens, and the Country Club at Grosse Pointe. These accounts have all been opened on account of the popular demand for this particular brand made famous by the Pontchartrain Hotel. There is hardly a day that the hotel is not in receipt of a letter from some customer in remote parts of the world, saying "Can I get a box of those Pontchartrain cigars which I bought at your cigar department on one of my visits to Detroit? I seem unable to get them any place else. Will send you the money as soon as I hear from you."

The Hotel Pontchartrain has just issued a new catalogue showing the various brands of cigars and cigarettes which it handles. These brands are: "Belinda," in five sizes; "Bock," in six sizes; "Eden," in seven sizes; "Henry Clay," in three sizes; "Hoyo de Monterey," in four sizes; "H. Upmann," in thirteen sizes; "La Carolina," in five sizes; "La Carona," in four; "La Vencedora," in the Cazadoras size; "La Meridiana," in three sizes; "Manuel Garcia," in four; "Partagas," in seven; "Punch," in four; "Ramon Allones," in seven; "Rey Del Mundo," in four; "Romeo and Julieta," in nine sizes, and "Villar y Villar," in three sizes; all of the above being imported cigars.

Among the clear Havana cigars the hotel catalog mentions the following: "Aploma," in seven sizes; "Count Pontchartrain" (the hotel private brand), in twenty sizes, including three Boite Nature packings.

Among the Tampa and Key West cigars: "Charles the Great," in three sizes; "Corina," in seven; "Hernan Cortez," in two; "La Flor De Seville," in seven sizes; "Sanchez y Haya," in five sizes; "Solace," in three; "Webster," in seven sizes; "Van Dyck," in seven sizes.

Of the domestic cigars: "Bouquet de La Ada," in six sizes; "La Axora," in the Bismarck size; "La Rosa De Paris," made by Starlight Brothers, in six sizes; "Portuondo," in the Perfecto size; "Royal Banner," made in Detroit by the Banner Cigar Manufacturing Company, in two sizes. Fifty-four different packages of cigarettes are handled, including the various kinds and sizes made by the Philip Morris Company, Benson & Hedges, M. Melachrino & Company, the Tobacco Products Company, the American Tobacco Company, the Cado Company and others.

C. B. Fox has purchased M. E. Budd's cigar store at 207 Marshall Street, Battle Creek, and has already taken possession. Mr. Fox has spent considerable money in repairs and new furnishings.

Robert J. Corr, of the Mascotte Cigar Company, in Pontiac, reports splendid success with his cigar "Proctor's Profit-Sharers," made exclusively for the Pullman Cafe, 15 West Grand River Avenue, Detroit. The Mascotte Company is at present making about fifty private brands, all of which are on sale at some particular cigar stand in Detroit.

W. J. Polley has purchased the interest of his partner, Sol Solomon, in the American cigar store, 19 North Jefferson Street, Battle Creek, Mich. He will continue the business under the name of the W. J. Polley cigar store.

The L. H. Field cigar store, the H. Crater cigar store and the Chapin cigar store, all in Jackson, Mich., have established agencies for the American Express Company and will issue money orders. It is believed that this added feature will bring many people to these places, and thus be good advertising.

Sol Goldman has opened a cigar store in Traverse City, Mich.

Harry Brown, who has charge of the G. J. Johnson Cigar Company's retail stores in Grand Rapids, stopped over in Detroit recently while en route to Louisville, Ky., where he will represent his concern through the Peter-Neal-Richardson Company. Guy Caverly, Detroit representative for the G. J. Johnson Cigar Company, accompanied Mr. Brown on a three weeks' trip through the territory. Mr. Caverly has been calling on the trade in Louisville and adjacent territory for some time.

Bernard Schwartz, of 258 Napoleon Street, cigar manufacturer in Detroit, has closed a deal with the Harry W. Watson Company, jobbers and operators of fifteen retail stores, whereby they will be local distributors for the "R. G. Dunn" cigar, made by Mr. Schwartz and which retails for ten cents. The fact that the Watson Company has taken on this brand means that it is sure to prove a very popular seller; not only is it being placed in the various retail stands of the Watson Company, among which are all of the leading hotels and cafes, but it will mean distribution in hundreds of other retail stores which are daily solicited by a corps of live-wire salesmen. Although the deal was only consummated a week or so ago, already there has been a number of windows devoted exclusively to this "R. G. Dunn" brand. Mr. Schwartz feels very much elated over the new arrangement and is preparing to take care of considerable extra business by increasing his staff of cigarmakers. He recently increased his quarters by taking space in the adjoining building. He expects that 1914 will be the best year since he has been in business.

Charles D. Ardussi, for ten years proprietor of the Garibaldi Cafe on Woodward Avenue, has disposed of his roadhouse to John Marquette, formerly in the automatic-piano manufacturing business. The roadhouse is located at Woodward Avenue and the Six Mile Road, Highland Park, Mich. It is one of the most popular places near Detroit for chicken, fish, frog and spaghetti dinners, and is largely patronized at all times of the year.

Will Charles, of G. S. Nicholas & Company, of New York, dropped off in Detroit for a few days this month. R. S. Sugden, of the Camp Importation Company, Inc., makers of the "Camp" cigarettes, was also in town. George B. Cowley, of Louis Martinez & Company, was another of our late visitors.

Carl Garrison, manager of sales of the Banner Cigar Company, has recently returned from his annual western trip, which took him to the west coast and into Northwest Canada. J. J. Murphy, formerly salesman for Payette-Walsh Company, Detroit, has accepted a position with the Harry W. Watson Company, and will cover the southern part of Michigan.

According to Manager Higgins, of the cigar department of Lee & Cady, Detroit, the "San Felice" continues to be in the front ranks of the nickel sellers. The increase in sales on this brand over 1913 is sure to run into many thousands. The same thing can be said of the "Cinco" cigar; it continues to hold its steady patronage in addition to constantly making many new friends.

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POST OFFICE INVESTIGATORS UNCOVER UNIQUE SCHEME FOR SELLING CIGARS

Postal Authorities Get Many Complaints—Ad for Agents to Handle Cigars Brought Much Business—Embryo Salesmen Complain of Loss of Deposits

AMONG the many schemes that are constantly cropping up on the theory that there is a sucker born every minute, and sometimes two, a unique cigar salesman proposition which budded in Kansas has the qualification of at least being an unusual scheme for gathering money.

Eastern dailies have for some time been flooded with classified and display advertisements of the Continental Cigar Company, Wichita, Kansas, which offered to employ salesmen on an unusually attractive salary and commission plan. Results poured in from all parts of the United States.

It developed that in order to become a salesman for the concern it was necessary to send a deposit of $10 to the company to cover the cost of the samples. Those who read the contract before signing it found that their $10 was forfeited if a cigar was missing or damaged. The sample case must also be untarnished. At the same time the firm's letter of instruction to agents said, "Always give the retailer a cigar to smoke." Obviously the agent who followed this line of instruction could not return the cigar to the case.

As time went on, and the salesmen (?) found that selling cigars was not all that it was cracked up to be, and as the $10 they had on deposit with the firm loomed very large, many sample cases were shipped in and the demand made for the return of the deposit.

Right here is where the blind began to see light. If they had followed their letter of instruction, their cigar cases were not intact when returned, and according to the terms of the contract they, therefore, could not claim their deposit.

Then the postal authorities began to get letters about the Continental Cigar Company from all parts of the country. They immediately started, and claim to have succeeded in, working up a very remarkable case involving the misuse of the United States mails.

The result was the arrest of Burr P. Hollingsworth, a cigar dealer of Wichita, Kansas, as the alleged author of the want ads. When arrested and put under $1000 bail, Hollingsworth told the postal inspectors that he had never consulted a lawyer. He said he thought it was up to the agent to look out for himself. He said he held them rigidly to their contracts and supposed he was safe as long as he observed his own part.

Hollingsworth has not been in Wichita more than a year, and previously had been in Denver and Boulder, Col. He is said to live well in Wichita and drives one of the best automobiles in the city.

United States District Attorney Fred Robertson, of Topeka, claims that the whole case is unique and that he does not believe there is another one in the country like it.

Investigation showed that Hollingsworth purchased his cigars from a firm in Red Lion, Pa., and that this firm had shipped no less than 280,000 cigars packed in lots of a hundred or so in sample cases and sent direct to agents, since September, 1913. In all the firm had delivered something like half a million cigars on Hollingsworth's orders, nearly all of them being put up as agents' samples.

G. C. Ross, of Caro, Mich., has recently disposed of his cigar and tobacco business to Roland Hubard, of Flint, who will continue the business in Caro.

TOBACCO ASSOCIATION TO MEET IN LOUISVILLE

Break Custom of Years to Visit Kentucky City—Meetings to Be Held June 16 and 17—Upwards of Three Hundred Expected to Attend

LOUISVILLE, KY.

BREAKING a custom of many years' standing the Tobacco Association of the United States will hold its annual convention in Louisville this year instead of at Richmond, Va., which has tacitly been understood as headquarters for the organization almost since its foundation. The meetings will be held at The Seelbach June 16 and 17, and will be attended by about three hundred of the foremost exponents of the trade in the country.

The acceptance of the invitation to Louisville, extended by the Louisville Convention and Publicity League more than a year ago, has been received by President Fred W. Keisker, of that organization. Automobile trips to the tobacco breaks, the different manufactories and through the parks will alternate with business sessions during the first day, and in the evening the visitors will have supper and attend the vaudeville performance at Fontaine Ferry Park.

The following day will be largely devoted to business and in the evening the delegates will be the guests of the Louisville Convention and Publicity League at a chicken supper and cabaret entertainment at Magnolia Gardens. Early in the morning of June 18 the entire party will go to Lexington, where the various phases of the tobacco industry will be thoroughly canvassed. The delegates will have luncheon at James B. Haggin's Elmendorf stock farm and in the evening will be given a banquet at the Phoenix Hotel.

The secretary of the association, G. E. Webb, Winston-Salem, N. C., together with numerous committees, are at work arranging details for the convention. Special hotel rates have already been secured. The meeting will not only be of great importance from a business standpoint, but one of great pleasure to all who may be so fortunate as to attend. The meeting will give an opportunity to the tobacco men of the South and East to meet with the tobacco men of the West. It is greatly desired that there be a full attendance from all sections.

All tobacco men are eligible to membership in the organization. Also all manufacturers and dealers in tobacco supplies, tobacco machinery, etc., all bankers in tobacco towns and cities and all transportation men.

One of the objects of the Tobacco Association of the United States is to compile statistics and gather information generally pertaining to the business, both home and foreign, for promulgation among its members. The main idea is to generally safeguard the tobacco interest against adverse legislation, to use every means to promote the interest of the trade as a whole, to keep on a high plane of fair dealing and promote a closer personal and business relation between its members.

Fred W. Miller, of the firm of A. Cohn & Company, who spends considerable time in Cincinnati looking after the interests of his firm, has recently been guiding George W. Berger, the newly elected treasurer of the National Cigar Leaf Association, about New York. Mr. Berger is a member of the well-known Cincinnati leaf tobacco firm of John Berger & Sons. After visiting Hartford, Conn., and Lancaster, Pa., Mr. Berger will return home.

The Cuban Market

From Our Exclusive Bureau

Havana, Cuba.

HAVANA, May 23, 1914.

TEN days ago our rainy season commenced in earnest and since that time we have had either our heavy tropical showers, which lasted only for one hour, or also some cloudy days interspersed by lighter, lasting rains. As the humidity has been great all the dry tobacco in the country has been taken down from the poles, been bundled and thrown into piles thus undergoing the first fermentation process. The escogidas in the Vuelta Abajo and the Partido regions will gradually become general, as naturally at the moment they have to rely upon the small quantities of the leaf which have been piled earlier, and that has had enough fermentation. As the majority of the Remedios requires fully forty days in the pilon, owing to its heavy quality, the escogidas will not start before the end of June, excepting some portion of the lighter styles.

A great drawback this year will consist in the difference of opinions, between the vegueros and the packers, as to what would constitute an equitable figure to allow to the farmer for his product. There is enough old tobacco still for sale in the hands of some leaf dealers, which can only be sold, or we might say slaughtered, at bargain figures. Business in the United States is poor with hardly any demand, and as the crop is large, prices this year ought to be considerably lower than last year, in order to find buyers. Possibly many vegueros this year may conclude, rather than to accept low bids, to pack themselves, but from what we have heard it will be next to impossible for the farmers to pack the whole crop for various reasons. Our packers are evidently in no hurry to commence operations in the fields of the Santa Clara province, while the conditions in the Vuelta Abajo and Partido are different, and good vegas will undoubtedly find buyers before long, as the quantity shall not be excessive. Medium classes of leaf will be less sought after, unless the prices should rule proportionately lower. Owing to the variable kind of weather experienced during the planting, growing and cutting seasons, good judges state, that there will be four distinct kinds of types of tobacco, choice, fair, medium and poor, therefore the packer or farmer ought to be extremely careful in keeping them apart, and in not mixing them together. The question will be, whether he will adhere to this suggestion?

When we gave to the readers of THE TOBACCO WORLD last January an estimate of the 1913 tobacco crop of the Island of Cuba, according to the calendar year, we could not be quite exact, as our calculations were based upon the best reports at hand, but now we will publish the exact figures of the exports from the outports, such as Caibarien, Cienfuegos, Manzanillo and Santiago de Cuba, as well as the consumption of the leaf in the interior of the island by cigar and cigarette manufacturers. We start the 1913 crop from the twenty-seventh of March, 1913, and end the same with the thirtieth of April, 1914, thus arriving at a total production of 609,065 bales. According to the figures of the Internal Revenue there were consumed in the interior 31,716 bales, while we had underestimated this consumption as having been only 21,000 bales, and besides we were mistaken in the heavier receipts from the country up to the end of April this year, to the extent of about 8000 bales. According to origin we state the following figures, viz.:

Vuelta Abajo,	266,928 bales
Semi-Vuelta,	32,896 "
Partido,	87,149 "
Matanzas,	192 "
Remedios,	196,968 "
Puerto Principe,	1,159 "
Santiago de Cuba,	23,773 "
Total from March 28, 1913, to April, 1914,	609,065 "

We give the following thirteen crop years of the Island of Cuba:

1901,	424,747 bales
1902,	370,055 "
1903,	318,087 "
1904,	428,108 "
1905,	464,757 "
1906,	279,633 "
1907,	468,716 bales
1908,	568,692 "
1909,	503,282 "
1910,	441,523 "
1911,	353,195 "
1912,	609,962 "
1913,	609,065 "

The difference between 1912 and 1913 was therefore only 897 bales.

Our leaf market has not improved to any extent, although the sales reported show a slightly increased number of bales as having changed hands. This has been only accomplished by some holders of leaf, losing the hope of doing better later on, and accepting the low bids obtainable in the market. Of the new crop there were reported 450 bales of resagos from the Partidos and some 1000 bales of Vuelta Abajo, hojas de semilla (the small leaves from the seed plants), the latter were taken by our cigarette manufacturers, while the former were purchased by two Tampa manufacturers. Old Vuelta Abajo fillers were picked up by the latter likewise, and one local factory also secured several small vegas, owing to its fine quality, and the reasonable figures asked for them. For Europe a few old goods and some sample bales of the new crop were acquired, and the demand for the Argentine Republic continues to some extent.

Sales totaled during the last fortnight 5072 bales, which split up consisted of: Vuelta Abajo, 2605; Partido, 1230, and Remedios, 1237 bales.

Buyers were: Americans, 2080; exporters to Europe, 235; shippers to South America, 667, and our local cigar and cigarette manufacturers, 2090 bales.

Exports of leaf tobacco from the port of Havana during the two weeks from May 4th to May 16th, both days inclusive, amounted to 6918 bales, which were distributed thus: To all ports of the United States, 5955; to Bremen, 195; to Hamburg, 1; to Liverpool, 10; to Buenos Aires, 597; to Montevideo, 70, and to Valparaiso, 90 bales.

Receipts of Leaf Tobacco From the Country.

For the Two Weeks Ending	May 14, 1914.	Since January 1, 1914.
Vuelta Abajo	5,030 bales	14,216 bales
Semi Vuelta	399 "	1,491 "
Partido	.... "	511 "
Remedios	819 "	8,155 "
Oriente	6 "	870 "
Total	6,254 "	25,243 "

Buyers of Leaf Tobacco That Come and Go.

Arrivals.—From New York: S. Ruppin, of S. Ruppin.

From Tampa: José Lovera, of the José Lovera Company (also with a factory in New York), and Manolo Pendas, of Y. Pendas & Alvarez

From Philadelphia: Felix Eckerson, of Felix Eckerson & Company.

From Jacksonville: Agustin Solla, of Agustin Solla.

From Newark: Charles Goldberg, of Charles Goldberg.

From Bremen: Heinrich Uhmeier and Wm. Armbrecht, of Lindenwirth, Uhmeier & Spiegel.

Returned.—H. H. Strater, of H. H. Strater; Quinto Fernandez, of Walter Sutter & Company; and Felipe Rodriguez, of F. Rodriguez & Company, owners of the P. A. Estanillo factory.

Departures.—To New York: Fritz Lederer, Fred P. Griffin, Allie Sylvester and Ted Smith.

To Tampa: Angel L. Cuesta, Edgar J. Stachelberg and Enrique Pendas.

To Spain: José Fernandez (Maquila) and his family; José Rodriguez (Don Pepin); Venancio Sierra, Carlos Cano and family.

Cigars.

There is no denying facts that business in our cigar factories continues dull, and while they are never without some orders, they are, however, not in large quantities, nor very frequent, and for this reason many cigarmakers had to be discharged lately.

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Don Ramon Argüelles, of the Romeo y Julieta factory, stated to us that they are working well, it being understood, however, that this refers to the changed times, but he continued to say that his principal interest was now centered upon the new Vuelta Abajo crop, as he is anxious to find out how the tobacco will appear after having passed the fermentation process. Don Pepin Rodriguez left on the 15th inst. by the French steamer "Espagne" for France and Spain for his usual vacation and business activity when there should be a demand again. Don Pepin is not anxious to make business calls when no orders can be had, so he quietly bides his time. In the meantime if any importers are in need of cigars, they can either use the cable or forward the orders by mail, as the fame of "Romeo y Julieta" is well established all over the world. A large number of friends escorted Don Pepin to the dock, and in a tug bid him a "bon voyage."

In making our rounds among the factories we found, among the orders shown to us, the name of the firm of Robert M. Drayton & Company, of Philadelphia, which evidently must be doing a good trade with Robert M. Drayton & Company special selection.

Castañeda told us that they had enough orders on hand for the next two months, and they even added a few more cigarmakers to their forces.

Don Felipe Rodriguez brought some orders along from New York for high priced sizes of his "Flor del Fumar" brand, and he also has steady orders from England and Germany.

H. Upmann, Partagas, Henry Clay and Bock & Company, Ltd., Por Larrañaga, Sol, Eden, La Flor de A. Fernandez Garcia and La Flor de Tomas Gutierrez are all working, according to the prevailing circumstances, but had nothing of interest to communicate to us.

Leaf Tobacco and Other Notes of Interest.

Sobrinos de A. Gonzales were sellers of 900 bales of leaf during the past fortnight of all kinds of tobacco.

Edgar J. Stachelberg had purchased 856 bales of Vuelta Abajo fillers, according to our information, during his stay here.

José C. Puente & Company disposed of 600 bales of leaf during the last two weeks to their customers.

Angel L. Cuesta, the senior partner of the "Truly Spanish House" in Tampa, secured about 350 bales of old Vueltas and some new Partido.

Don José Fernandez (Maquila) finally left with his family on the 14th inst. by the German steamer "Kronprinzessin Caecilie" for Spain, and there was a large number of friends to wish him a pleasant sojourn in his mother country and a safe return some time next winter.

Don Ramón Cifuentes intended to sail by the S. S. "Espagne," but some unforeseen matters obliged him to cancel his engagement of the stateroom. However, he told us that it would not be many days before he should leave for Spain.

F. Rocha & Company sold 475 bales of Vuelta Abajo and some Remedios during the past fortnight to their customers.

Bernabé Diaz, the buyer for the F. Lozano Son & Company, has purchased some 500 and odd bales of fine, old Vuelta Abajo fillers.

Don Avelino Pazos told us that he had sold 250 bales of new resagos from his famous "La Lechuga" packing, and which were acquired by Perfecto Garcia & Brother.

Fortunately our bubonic plague seems to have run its course, and there were no further cases reported. The man of Don Manuel Garcia Pulido, who was reported to have caught the infection, was afterwards declared by the sanitary officers not to have had the plague. The warehouse of Don Manuel was only lightly fumigated and no damage was done to his stocks of tobacco.

Shippers above 200 bales of leaf tobacco exported from the port of Havana during the last two weeks were:

Maximilian Stern	1,392 bales
Perez, Capin & Company	966 "
Virgilio Suarez	760 "
Leslie Pantin	684 "
José Suarez & Company	680 "
Allones, Ltd.	340 "
Mark A. Pollack	321 "
B. Martinez	312 "
J. F. Berndes & Company	240 "

ORETANIV.

Southern M. E. Church Bars Tobacco

The General Conference of the Methodist Episcopal Church South, in quadrennial session at Oklahoma City, passed at 12.30 P. M. Friday, the long agitated conference law prohibiting the licensing of preachers who use tobacco in any form. The vote was 182 to 116. The rule applies only to those hereafter entering the ministry, and no man now in the ministry will be required to give up his pipe.

The General Conference of the Methodist Episcopal Church, embracing the churches of the North, enacted an anti-tobacco law some years ago, but efforts to pass a similar law in the Southern conference had failed repeatedly. Four years ago at Asheville, N. C., the fight was lost by a narrow margin.

Does Friendship Pay in the Retail Trade?

THE question was being discussed the other day by a number of leading retailers as to whether or not it paid to get very familiar with patrons of a retail store. Here are two opinions expressed both of which contain some good points: First, "Familiarity to the point of intimacy does bring a certain amount of business, but the trouble is that when you get too friendly with your patrons they begin to ask favors and ask credit, to say nothing of occasionally making a touch, and hanging around your place, conditions that you do not come in contact with where you sell your goods purely on their merits. I would prefer to build up my business on square treatment, good service, and good cigars, rather than on friendship." The second man said: "You must have friends these days to successfully operate a cigar store. Lots of times your friends will go out of their way to patronize you, and if you do not have the particular kind of cigar which they may want, they willingly take what substitute you recommend. If a stranger comes in and asks for a certain brand, if you have not got it, as a rule he walks out and says to himself, 'this is a fine (?) place.' Another thing, if you have a lot of friends, you have a lot of fellows always boosting for you."

The answer to both of these arguments is, that every cigar store must be run according to the class of people it is catering to, and according to its location. There are no set rules governing the operation of any mercantile business. Often times what can be done in one store, would spell failure in another.

Good Showing for Abe Haas

A. Haas, who has been raising and packing tobacco in Santa Clara Province for several years past, now advises us that his packing this year will amount to 4000 bales, a really remarkable showing for an American who has only been in the business down there for four years. Mr. Haas states that he attributes his success absolutely to the extreme cleanliness of his packing and that quality is predominant in everything he does. In evidence of this, he points out the fact that in 1913 when packers were getting from 60 per cent. to 70 per cent. of first and second packings, his yielded only 53 per cent., but in consequence thereof, he obtained for his firsts, an average price of $7 per bale more than any other escojido in the province, the buyers recognizing the value of the tobacco, willingly paying the increased figures for the same.

This year, Mr. Haas is doing his packing in his large warehouse located in Camajuani, in the province of Santa Clara.

Schermerhorn Company's New Store

Much attention is being attracted by the new store of the Schermerhorn Company, Chicago, Ill., which was only recently opened. Located at the southeast corner of Adams Street and Fifth Avenue, it may be entered from either street. Two handsome show windows provide excellent facilities for the display of the company's brands which embrace "El Sidelo," "Don Antonio," "Muriel," "Vega del Rey," "La Esperanza," "Harvester," and "Inventors," while in the imported line may be found "Partagas," "Manuel Garcia," "La Carolina," "Henry Clay and Bock & Company," "Romeo y Julieta," "Hoyo de Monterrey" and "La Coronas." The interior of the store is very roomy, Spanish mahogany being the keynote in the finishing of the furnishings and fixtures. One may obtain an idea of the size of the new store when it is stated the wall cases and counters measure thirty-six feet.

Michigan Reports On Cigar Industry Employees

The State Labor Department of Michigan shows that in the cigar factories of the state there were approximately 7211 persons employed last year, while 1904 people were employed in the tobacco factories. The largest employers of labor in the cigar industry were as follows:

San Telmo Cigar Manufacturing Company, Detroit, 1213; Lillies Cigar Company, Detroit, 778; Wayne Cigar Company, Detroit, 615; American Cigar Company, Detroit, 461; Hemmeter Cigar Company, Detroit, 387; G. J. Johnson Cigar Company, Grand Rapids, 298; Alex Gordon, Detroit, 196; William Tegge Company, Detroit, 183; Superior Cigar Company, Detroit, 182; Banner Cigar Company, Detroit, 113; Lagora-Fee Company, Detroit, 110. The largest employers in the tobacco making industry were: Scotten-Dillon Company, Detroit, 1136; John J. Bagley Company, Detroit, 476; Globe Tobacco Company, Detroit, 155, and the McHie-Scotten Tobacco Company, Detroit, 89.

While these figures are not exact, and are only approximate, it gives some idea of the importance of Michigan in the cigar and tobacco industry. This year, of course, some of the factories are employing a great many more persons.

AL. U. THORNBURG.

Sum Appropriated for Manila Cigar Advertising

At a meeting just held by the Manila Tobacco Association at the offices of the Director of Internal Revenue, among others present were the Governor-General. The purpose was to find out the reasons of the decline of the Philippine tobacco trade in the United States and to suggest means to increase its sales. The following reasons were set forth as the causes of the decline in the trade: (1) Lack of knowledge in America of the sanitary conditions under which Manila cigars are made; (2) the fact that a large quantity of inferior cigars was dumped on the American market and sold there as first-class; (3) inexperience on the part of certain manufacturers in marketing high-grade cigars; (4) lack of care locally in the selection and handling of the leaf.

To help promote the sale of Philippine cigars in the United States the association has decided to vote $12,500 for extensive advertising there.

Lower Rate on Leaf Tobacco in the Philippines

In response to the representations made by the tobacco growers of Cagayan and Isabela, Philippine Islands, the Board of Public Utilities Commissioners has issued an order reducing the freight rate on leaf tobacco approximately 40 per cent.

Under the present classification laid down by the former board of rate regulation the leaf was shipped as Class B cargo, while as a result of the present ruling it will in the future be labeled as Class C—15 per cent.

Tobacco growers expect to get a better profit for their leaf under the new ruling.

Robbed of $72, Overlooked $200

F. M. Oliver, a cigar manufacturer of McGregorville, N. H., came back from Boston the other day with unpleasant memories. These were caused by several stitches in his head which held the edges of a deep gash together and gave them a chance to heal. The gash was caused by some unfriendly prowler of Beantown who handled Mr. Oliver a jolt with an iron bar to render him senseless, while friends of the thug gave his pocketbook the "once over." They found $72 and then left. The only ray of sunshine that came to Mr. Oliver when he awakened in a Boston hospital was the fact that the robbers in their haste had overlooked a roll of $200 in another pocket.

The Netherlands Tobacco Market

Vice-Consul-General G. H. Krogh, of Rotterdam, has recently sent the following report regarding the tobacco market of the Netherlands, to the "Daily Consular and Trade Reports":

The total imports of Sumatra tobacco into the Netherlands in 1913 amounted to 282,925 packages, of which 31,580 arrived at Rotterdam. The first sale took place on March 7 and the last one on October 24. At the first four sales 67,165 packages were sold at an average price of $0.984 per one-half kilo (1.1 pounds); at the twelve spring sales 208,387 packages were sold at $0.66, and at the four fall sales 74,653 packages at $0.21. The total 282,925 packages averaged $0.55 per one-half kilo. As a whole the average proceeds per one-half kilo were about $0.04 less than in 1912. The proceeds for the whole crop (282,925 packages) amounted to $23,600,000. At the first spring sales of the best tobacco American buyers bought large quantities and, as competition was keen, high prices were paid. After a few sales, however, the Americans became more reserved and prices dropped. Reports for the 1913 crop, which is to be marketed in 1914, vary considerably; this crop is estimated at 256,000 packages, of which 16,670 have already arrived in the Netherlands.

The total imports of Java tobacco in 1913 amounted to 693,361 packages, of which 175,953 arrived at Rotterdam. The 1912 crop was large and, as the 1911 crop had been extraordinarily large, prices in 1913 remained below the average. Of the total, 18,737 packages were damaged by fire and water, so that 674,624 packages were brought on the market. The average price was 10 cents per one-half kilo, or 1½ cents less than the preceding year. The whole Java crop realized $12,140,000, or $3,000,000 less than in 1912. A small crop is reported for 1913 (on the market in 1914), but it is impossible to get an estimate.

Although the quantity of Borneo imported was larger than last year (18,609 packages in 1913 against 15,231 in 1912), the quality was below the average, as a result of which the proceeds were 6 cents per one-half kilo less than the already low quotation of 36 cents per one-half kilo in 1912. The total proceeds amounted to $880,000.

Business in Manila tobacco was very limited. The quality was poor and the sale of the few shipments brought on the market had unsatisfactory results. If the favorable reports regarding the new crop prove to be true, a better business is expected.

Of Mexican, only 150 packages were imported, which were sold at a good price.

Maryland is of chief importance to the Dutch market, but the quality was very poor last year. On account of the important purchases by the French Regie, the choice was limited. The many complaints regarding the bad condition of the casks made business worse than it already was.

In Turkish and Greek tobacco the high prices prevailing, on account of the Balkan war, caused business to be dull. The ever-increasing use of cigarettes in Europe, as well as in the United States, brought into prominence certain brands of Turkish and Greek tobacco never before in demand for the manufacture of cigarettes and caused the high prices.

Remodels Rochester Cigar Store

Louis Ungemach, of Rochester, Minn., who recently purchased the retail cigar store from his father, has shown his enterprise by having the place renovated. The interior has been brightened by decorations of an attractive design, while the cigars now repose in new and up-to-date cases that show them off to an advantage.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

"OLD DRURY" IS A SELF SELLING CIGARETTE
Willie Collier says, "Every puff a plug." Cork or plain. Write for territory. Old Drury Cigarette Co., 143 West Fortieth Street, New York City.

MONROE ADLER,
CIGAR BROKER,
186 N. La Salle St., Chicago, Ill.
6-17-he

LANCASTER STOGIE COMPANY,
MANUFACTURERS OF HIGH GRADE STOGIES,
120 Water St., Lancaster, Pa.

CARL RUGE & COMPANY
Leaf Tobacco Brokers, Dayton, Ohio
In daily touch with all the country as well as local packers. Samples and quotations cheerfully furnished. 12-1-ch

HIGHEST GRADE OF WHEELING STOGIES—That will please the most exacting smoker, are made by C. A. Kase, Seventh and Main Streets, Wheeling, W. Va.; Factory 33; Established 1895.

Wanted.

CASH PAID FOR CUTTINGS, SCRAPS & siftings.
Write to H. Adler & M. Meyerson, 332 E. 48th, New York

IMPORTANT NOTICE TO CIGARETTE MANUFACTURERS—We manufacture cigarettes for the trade; we also supply tobacco boxes and labels 25 per cent. cheaper than elsewhere. Brands registered. Write for particulars. Live distributors wanted. The Soter Company, 235 Canal Street, New York City.

Wanted.

WANTED—Unlimited quantities of "Seed Cuttings" and "Siftings." Get our new quotations for cash. Interstate Tobacco Company, Longacre Building, Forty-second Street and Broadway, New York.

For Sale.

HAVANA SHORTS—Pure Vuelta; fine aroma. Lopez, 353 E. 78th St., New York. 9-1-tf

FOR SALE—Remedios Havana shorts, pure and clean. Guaranteed A-1, or money refunded. Fifty cents per pound. Edwin Alexander & Co., 178 Water Street, New York.

FOR SALE—A cigar factory in a city of 25,000 out West, working three to six men the whole year, mostly on Bit goods. The best of trade. Have my own lithograph label. Address Box 33, "The Tobacco World."

FOR SALE—Practically new Ludington cigarette machine. Address, Richard W. Menzies, 428 Bainbridge Street, Brooklyn, N. Y.

"EXCELTINA" IS A MILD, HAND-MADE HAVANA FIVE-CENT CIGAR
A genuine trade builder. Exclusive territory to live jobbers. Also private brands. Samples upon request.
SANTA CLARA CIGAR MANUFACTURING COMPANY, Brunswick, Ga.

Situations Wanted.

PRACTICAL SUPERINTENDENT OR FOREMAN—With executive ability, fifteen years' experience. Had charge of three factories at one time, employing 2000 cigarmakers, suction and hand work. Am practical cigarmaker. Address, Superintendent, P. O. Box 52, Lancaster, Pa.

SUPERINTENDENT OR FOREMAN—Knows how to handle and get help and results. Fifteen years' experience, practical cigarmaker. Address, "Superintendent," Box 52, Lancaster, Pa.

Reidsville Tobacco Plant Burns

The tobacco manufacturing plant of Robert Harris & Brother, at Reidsville, N. C., burned down recently with a loss that will probably reach $70,000. The plant was completely destroyed, as well as about 150,000 pounds of leaf and manufactured tobacco.

Prohibition Causes Cigar Factory to Move

C. H. Lohr, who for a number of years has conducted a wholesale and retail cigar store and cigar factory at 141 Galena Street, Freeport, Ill., announces that on June 1st he will remove his business and equipment to Columbus, Wis.

Mr. Lohr states that his removal is caused by the fact that his trade has been greatly hurt by the recent closing of the saloons. He states that a majority of his trade was with the saloons and that since the election when Freeport was voted "dry" he was compelled to lay off all his cigarmakers. He adds that he has not a sufficient wholesale trade to carry his business.

Columbus, Wis., besides being "wet," is a thriving manufacturing town of some three thousand people.

SOLE MANUFACTURERS
DITTGEN'S PATENT
Self-Opening "MULTIPLE" Cigar Pouch
With or without Sealing Flap
The Best Individual Cigar Pouch on the market
Made to fit any size Cigar or Stogie
SEND FOR SAMPLES AND PRICES

Sunnybrook Tobacco Company's Barn Burns

DADE CITY, FLA., May 21.

A tobacco barn of the Sunnybrook Tobacco Company, with tobacco that would have cured 2500 pounds, is a total loss as a result of a fire that started about 9 o'clock last night. The monetary loss is upwards of $4000, with insurance of about $1800.

The barn was about half filled with newly cut tobacco which was being wilted with charcoal burned in buckets and it is supposed that the high winds either blew a coal from one of the buckets or else blew a stick across it, thus starting the fire.

The entire town turned out to fight the fire and prevented the destruction of the sheds and kept the fire from spreading to the nearby buildings occupied by employees of the company. Steps are being taken to replace the barn.

NOTICE
Public notice is hereby given that the regular monthly $500.00 cash payment for Makaroff cigaret coupons will be discontinued on July 8, 1914.
The regular redemption of coupons for magazines, silk hosiery, etc., will be continued as heretofore.
MAKAROFF CIGARET COMPANY

Established 1870 Factory No. 79
S. R. KOCHER
Manufacturer of Fine Havana and Domestic Cigars and packer of Leaf Tobacco
Leading brands—"Volitta," "Quaker," Nabobs," "1-4-5," "Havana Cream," "Imperial Beauty," "Little Yara"
Correspondence with wholesale and jobbing trade invited
Factory and Offices: WRIGHTSVILLE, PA.

Leaf Tobacco Notes

PENNSYLVANIA.

LANCASTER, PA.

All indications point to the 1914 tobacco plants going from the seed beds to the field unusually early this year. For the first time in several years no insects have appeared to trouble the young plants. Last year some sections were visited by insects in such numbers that seed beds were ruined, and it was difficult to supply all the growers. It is probable that much planting will be done by June 1st, and the early part of that month may see the entire acreage of the county planted.

The 1913 crop has practically been disposed of, so little remaining in the growers' hands as not to count.

The local leaf market and the cigar industry appear to be on a par, so far as dullness of trade is concerned, in spite of the general expectation that May would bring renewal of business in both lines.

WISCONSIN.

JANESVILLE, WIS.

The prospects for increasing the acreage of the 1914 tobacco crop are again handicapped by a disastrous tornado which swept across the southern part of Dane County Monday morning, through the very heart of the large tobacco growing sections of the state, demolishing curing sheds that will be hard to replace the present season, says the Edgerton "Reporter." Probably not less than three or four hundred sheds have been razed, broken and reduced to kindling, involving a loss running close up to half a million dollars. Aside from the pecuniary loss the growers have sustained, they can neither secure the help nor devote the time to repairing all the damage before a new crop can be raised. Some intended acreage must be reduced.

A week of cold rains has delayed the growth of the young plants already started in the beds, but it has given them a chance to get a stronger root, and with warmer days promise to come along in due season.

Some work is yet to be done at the warehouses for a few weeks before the close of the packing season.

THE CAROLINAS

KINSTON, N. C.

Opinions as to the 1914 tobacco crop in the territory tributary to the Kinston market are varying. Some authorities believe it will fall short of that of last year, while others think it may be increased thirty to fifty per cent. Bad weather conditions in the spring destroyed many plants, but some tobaccoists think that this set back will not reduce the crop five per cent.

That the big manufacturers believe the production will be increased is evidenced by the activity at the plants here this early in the season. At some factories improvements are being made: the John Hughes Company, a Virginia concern, is building an extensive plant, which will cost probably $25,000, in the northern part of the city, and it is reported that annexes will be built to several warehouses. The Chamber of Commerce is encouraging the betterment of the market in preparation for the coming sales season.

CONNECTICUT.

SUFFIELD, CONN.

The weather conditions for the past week have been all that tobacco growers could wish for, and work has progressed rapidly in getting the land ready for the young plants, which at present are making rapid growth in the beds. With continued favorable weather, all growers, within the next week, will have the season's work well under way.

Reports from all over the tobacco belt indicate that the transplanting season is from ten days to two weeks late. Estimates, however, indicate that there is a heavy increase in acreage, some placing it as high as fifty per cent.

Scores of new tobacco sheds are going up in all sections and every indication seems to be that Connecticut is going to have a banner tobacco year.

TENNESSEE.

CLARKSVILLE, TENN.

Tobacco sales were heavy the past week, about 900,000 pounds having been purchased. Receipts in the open market were 101 hogsheads. Sales by the independent dealers were 140 hogsheads, and by the Planters' Protective Association, 360 hogsheads. The market was strong and prices were satisfactory. Planting is on in earnest; a great acreage has been set. The weather has been ideal and the farmers have taken advantage of it. The association has a large amount of tobacco on hand and sales will be heavy for some weeks.

The "Savarona," manufactured by the Cayey-Caguas Tobacco Company, has been taken on by the Watt Cigar Company, Minneapolis, as the result of a visit of the company's president, F. R. Hoisington, who at the present is making a trip over Western territory in company with the representative of that vicinity, Otto S. Murphy.

Trade Jottings

Nelson Brothers, who conduct a cigar store and news agency at Lincoln, Ill., have recently installed a soda fountain. John Shaub has been engaged to conduct the soda water business.

Daniel O'Connor, of Trenton, N. J., formerly manager of the furniture department of a department store, has opened a first-class cigar store in the Broad Street National Bank Building.

Boston retailers are exploiting another new cigarette known as the "Sultan-Flore," manufactured by the Sultan-Flore Cigarette Company, 303 Fifth Avenue, New York City. The brand has been only recently placed locally.

Fire of unknown origin recently damaged the cigar store of A. S. Dorfman, North Street, Pittsfield, Mass., to the extent of $3500. Fixtures, pipes and tobacco were ruined, together with 32,000 cigars. The fire burned only twenty-seven minutes. The loss is covered by insurance.

"Home Made," on the market but a short time, George A. Schneitman & Brother, St. Joseph, Mo., is fulfilling the expectations of the company and should prove a worthy competitor of the "Home Builder" and "Commercial," also launched by the same company.

The Hart Cigar Company, Portland, Ore., is much pleased with the returns on the "Salome," a five-cent brand recently taken on for distribution. They plan to boost it throughout the Pacific Northwest. It is being featured by a number of local stores.

William H. Knaub, York, Pa., who formerly conducted "Ye Smoke Shop" in that place, will open up a first-class cigar store in the Colonial Hotel Building. Mr. Knaub will occupy the premises previously utilized by Charles H. Kline's cigar stand, and states that the appointments will be not only handsome, but up-to-date as well.

"Crescent Club," a Tampa product, manufactured by the Morgan Cigar Company, has lately been taken on by the Crescent Cigar Company, at Fourth and Pike Streets, Seattle, Wash., and is proving one of the successes of the season. The brand, which is a five-cent product, was very attractively featured a short time since by a well-arranged window display.

DETROIT

(*Continued from Page 32*)

According to Charles LaFond, of the M. A. LaFond Company, the "San Etta" cigar, which is being strongly featured at all of the LaFond retail stores, is taking hold extremely well. Of course, the clerks are boosting this cigar very strongly and this is backed up by attractive window displays. This cigar comes in tins and retails at five cents. The factory is controlled by the LaFond Company.

Alfred E. Penner, representative in this territory for E. Rosenwald & Brother, has opened a Detroit office at 507 Elks Temple and has also taken apartments in Detroit. This means that Mr. Penner has forsaken Philadelphia and will be in the heart of his territory. Mr. Penner will continue to cover Grand Rapids and Canada, as he has in the past. His removal to Detroit simply is for the purpose of facilitating his work, inasmuch as most of his time is spent in this section. This makes the third leaf tobacco salesman who has moved to Detroit in the past two years, the others being C. S. Sarlay, of F. & E. Cranz, and Max Maier, of A. Blumlein, not forgetting Victor Ettlinger, of Emanuel Hoffman & Son.

AL U. THORNBURG.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 236 Chestnut Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

REGISTRATIONS

SUNSET TRAIL:—30,107 For cigars, cigarettes and tobacco. May 12, 1914. Moehle Lithographing Company, Brooklyn, N. Y.

OVERLAND TRAIL:—30,108. For cigars, cigarettes and tobacco. May 12, 1914. Moehle Lithographing Company, Brooklyn, N. Y.

MIDLAND TRAIL:—30,109. For cigars, cigarettes and tobacco. May 12, 1914. Moehle Lithographing Company, Brooklyn, N. Y.

NORTHERN TRAIL:—30,110. For cigars, cigarettes and tobacco. May 12, 1914. Moehle Lithographing Company, Brooklyn, N. Y.

SOUTHERN TRAIL:—30,111. For cigars, cigarettes and tobacco. May 12, 1914. Moehle Lithographing Company, Brooklyn, N. Y.

EASTERN TRAIL:—30,112. For cigars, cigarettes and tobacco. May 12, 1914. Moehle Lithographing Company, Brooklyn, N. Y.

WESTERN TRAIL:—30,113. For cigars, cigarettes and tobacco. May 12, 1914. Moehle Lithographing Company, Brooklyn, N. Y.

SMOKERS TRAIL:—30,114. For cigars, cigarettes and tobacco. May 12, 1914. Moehle Lithographing Company, Brooklyn, N. Y.

SENORA ACTORA:—30,115. For cigars, cigarettes and tobacco. May 12, 1914. Storm-Fisher Company, New York, N. Y.

HAVA JOY:—30,116. For cigars and tobacco. May 12, 1914. Central Cigar Box Company, St. Louis, Mo.

FILDIMA:—30,117. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 12, 1914. Phil D. Mayer & Sons, Ltd., New Orleans, La.

FILDAMA:—30,118. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 12, 1914. Phil D. Mayer & Sons, Ltd., New Orleans, La.

THE STANDARD BABY:—30,119. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 12, 1914. H. Traiser & Company, Inc., Boston, Mass.

EL DECO FACTORY SMOKER:—30,120. For cigars. May 12, 1914. Dwyer & Company, Seattle, Wash.

DANDY SMOKER:—30,121. For cigars. May 12, 1914. Louis Heller, Boston, Mass.

ALICE BLUE:—30,122. For cigars and stogies. May 12, 1914. F. M. Howell & Company, Elmira, N. Y.

PARNES:—30,123. For cigars, cigarettes, cheroots, stogies, chewand smoking tobacco. May 16, 1914. Kaufman, Pasbach & Voice, N. Y.

ROME BEAUTIES:—30,124. For stogies. May 12, 1914. Byers & Wileman, Ironton, O.

MISS BOSTON:—30,125. For cigars. May 16, 1914. Schubert Cigar Company, Boston, Mass.

SARI:—30,126. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 16, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

LEVOR'S 5/A:—30,127. For cigars. May 16, 1914. Levi S. Levor, Attica, Ind.

PROCTOR'S PROFIT SHARER:—30,128. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 16, 1914. Mascotte Cigar Company, Pontiac, Mich.

THIS IS THE LIFE:—30,129. For cigars, cigarettes and tobacco. May 16, 1914. Moehle Lithographing Company, Brooklyn, N. Y.

MILTON FISH:—30,130. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 16, 1914. Revere Cigar Manufacturing Company, Detroit, Mich.

MISS ILLINOIS:—30,131. For cigars, cigarettes and tobacco. May 16, 1914. Central Cigar Box Company, St. Louis, Mo.

JUAN SEVILLA:—30,132. For cigars, cigarettes and tobacco. May 16, 1914. Moehle Lithographing Company, Brooklyn, N. Y.

SIR WILFRED:—30,133. For cigars, cigarettes and tobacco. May 16, 1914. Moehle Lithographing Company, Brooklyn, N. Y.

WALKER'S ISSUE:—30,134. For cigars, cigarettes and stogies. May 16, 1914. Eitel & Cassebohm Company, Louisville, Ky.

PITTSBURGH SHINERS:—30,135. For cigars, cheroots and stogies. May 16, 1914. Union-American Cigar Company, Pittsburgh, Pa.

JOHN ESTAUGH:—30,136. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco and snuff. May 16, 1914. Haddon Tobacco Company, Camden, N. J.

ELIZABETH HADDON:—30,137. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco and snuff. May 16, 1914. Haddon Tobacco Company, Camden, N. J.

RECEPTION ESPECIAL:—30,138. For cigars. May 16, 1914. M. Uri, San Francisco, Cal.

KINGSTON ARMS:—30,139. For cigars, cigarettes and tobacco. May 16, 1914. Moehle Lithographing Company, Brooklyn, N. Y.

EL SCEPTRO DE ORO:—30,140. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 16, 1914. Wm. Steiner, Sons & Company, New York, N. Y.

HISPIDA:—30,141. For cigars. May 16, 1914. Henry Hoklas & Son, Peoria, Ill.

SMALL TROPIC:—30,142. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 18, 1914. J. Pines & Sons, Chicago, Ill.

EL EVETTE:—30,143. For cigars. May 18, 1914. Henry Hoklas & Son, Peoria, Ill.

FRED HARVEY:—30,144. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 20, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

HARVEY SYSTEM:—30,145. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 20, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

McNULTY & ROBB'S BOOSTERS:—30,146. For cigars. May 20, 1914. McNulty & Robb Cigar Company, Fort Myers, Fla.

VOMOS:—30,147. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 20, 1914. C. Voicly, New York, N. Y.

TRANSFER.

SAMCO:—30,087. For cigars, cigarettes, cheroots and stogies. Transferred May 19, 1914, by Hilbronner & Jacobs, Philadelphia, to I. Samuelson & Company, Memphis, Tenn.

CANCELLATION.

SPARK PLUG:—30,058. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered April 23, 1914, by Petre, Schmidt & Bergman, Philadelphia, Pa. Cancelled May 21, 1914.

Tobacco Acreage Large

Tobacco acreage in many of the leading states will be considerably larger this season than in 1913. Last year 1,216,000 acres were planted. Western Kentucky and Middle Tennessee are reported as expanding without fear of any trouble from the "night riders" this season. Tobacco growing has extended into South Carolina and Georgia from the states north. The profits of the past year or two have much enlarged the attention to this crop.

Last year's average price of tobacco to producers for a total production of 953,000,000 pounds was 12.8 cents a pound. The average price in North Carolina was 18.5 cents, 31 cents in Georgia and Florida and 10 cents in Kentucky. The Connecticut Valley Prices ranged from 19 to 21 cents a pound.

Lorillard Factory in Owensburg Sold

The Lorillard factory at the corner of Ninth and Allen Streets, Owensburg, Ky., has recently been sold to the P. J. Taylor Company, of Henderson, N. C.

Taylor & Company are large buyers and exporters of all grades of tobacco. They make a specialty of leaf and strips in North Carolina, Kentucky and Virginia.

Register your brands with the TOBACCO WORLD BUREAU. We register more brands than all other bureaus combined.

San Francisco

Business Dull and Collections Good—California Better Than Other Markets at Present—Ehrman Brothers Now Representing Park & Tilford Lines

SAN FRANCISCO, CAL., May 20, 1914.

VISITORS from the other side of the Rocky Mountains, and the local men who are just returning from their business trips to the East, agree on this one point that, compared to other sections, California is better than any of the other states as far as the cigar business is concerned. There is no use beating around the bush with regard to a general financial depression. The local trade feels that it is not a panic, neither is it a lack of confidence in the efficiency of the federal economic policy. The market is not overstocked, and competition is not more aggressive than usually. Nobody really seems to know exactly the correct diagnosis of the present economic disturbance, but all feel the pinch, and all the powerful publicity campaigns and works of promotion show how eager the trade is to relieve the situation.

H. Bercovich, of the H. Bercovich Company, 30 Front Street, who has just returned from a very extensive trip to the Eastern cigar markets, brought back the strongest conviction that in the whole Union there is no other real cigar country but California, and that the California smoker is the only one who knows the goods when he strikes them. For this reason high grade cigars will always be predominant on the Coast market. The increased consumption of cheaper and cheapest grades of cigarettes is due, according to Mr. Bercovich, largely to the extensive advertising campaigns and aggressive marketing methods, and also to a very pronounced tendency toward economy on the part of the consumers of this kind of merchandise. Mr. Bercovich was deeply impressed by the sincere endeavor of the whole tobacco industry to raise the standard of merchandise in all its branches, and to do justice to the public, or rather to meet the public half way. The bonding of factories, he feels, will certainly be a long step toward protecting the smoker against the faked and inferior product of any illegitimate factory that is selling "clear Havana," and making competition too heavy for the legitimate manufacturer. Mr. Bercovich believes that, although conditions are not as good as the cigar trade would like to have them, the general outlook for the State and particularly for San Francisco, has never been brighter. The lines handled by the H. Bercovich Company are mainly the "Martinez" and the "Bachelor," and they are doing very nicely. The company has invested lately a large amount of money in modern improvements and in the remodeling of its retail stores, so that they may compare favorably with similar stores in any part of the country.

Glaser Brothers, 621 Montgomery Street, have six salesmen covering a territory between the Oregon line and as far south as Bakersfield. The reports from the Bay cities and San Francisco show that business is dull, although collections are very good. The reports from the interior sound much more encouraging. E. Sadlis reports a fine business in San Joaquin valley. The "Homecoming" in Bakersfield, three weeks ago, brought a good trade; so did Fresno during the "Raisin day" on April 28th. Wm. Bachrach, working in the Sacramento valley, reports a good trade, especially in "Pinzon" and "John Drew" five-cent cigars. The company will shortly be able to supply the Lipschutz five-cent "44" cigar, the distribution of which has been placed in their hands. The demand for ten and five-cent cigarettes is increasing almost daily, while chewing tobacco does not gain, and pipe tobacco is dropping off in San Francisco.

A. Czarnecki, 657 Montgomery Street, for the last thirty-four years constantly active in the cigar and tobacco business in San Francisco, first with Michaliteshke Brothers, then as a jobber and retailer, reports a good business in less expensive brands, of which the "Owl" is most popular. Cigarettes represent about twenty per cent. of the whole trade. Mr. Czarnecki believes that the constant changing of inserts is detrimental to the retailer, for a consumer looks always for the newest premium. Aside from that, the retailer is compelled to overstock with the latest brands advertised by the manufacturer. There is too much restlessness, too much advertising of new brands, and too little profit for the retail trade, according to Mr Czarnecki. The times, he holds, were better before the 1906 catastrophe, when staples were more in demand, and competition not so reckless. When the card machines were licensed after the big fire, cigar stands sprung up on every street corner, using cigars only as a very transparent cloak for gambling, until the authorities were forced to abolish this illegitimate amusement about three years ago. Since that time most of the retail stores have remained, competing fiercely among themselves, while the manufacturer is making the profit.

Ehrman Brothers & Company, 134 Front Street, are now representing the Park & Tilford line of candies in the Coast territory. This includes all such goods in packages. Ehrman Brothers have received a visit from A. Santaella, head of the Optimo factory, whose distributors they are. Mr. Santaella brought with him a full line of his firm's new brand, "Centropolis," wrapped with Connecticut shade grown tobacco.

Arthur Bachman, of S. Bachman & Company, Front and Commercial Streets, has gone to Paris, France, with his family. Alexander Herbert, vice-president of Philip Morris & Company, has spent the week in San Francisco with S. Bachman & Company, who distribute the Philip Morris line here.

The Tobacco Company of California, 325 Davis Street, are expecting Dan Hall, manager of the plug department of the American Tobacco Company. E. Newberry, manager of the company, has been inspecting the territory for the last week.

Arthur Meyer, agent for Bustillo Brothers & Diaz, returned recently from his Northwestern trip to San Francisco.

Boltz, Clymer & Company, 312 Clay Street, are securing a nice business in the "Flor de Jefferson" cigar, and they expect to increase its demand within the next half a year, counting upon many Eastern visitors who are used to this brand.

D. H. Ball, of the P. Lorillard Company, was in San Francisco last week on his regular annual tour, and has now left for the North on his return East.

H. H. Manley, of the American Cigar Company, 320 Market Street, who has been on his Northwestern trip for the last few days, will return next week.

Frankel, Gerdts & Company, 540 Clay Street, are filling big orders, one of them being 160,000 "Natividads" for J. J. Gans & Brother in Los Angeles. The reports sent by the company's representatives show a big improvement in general financial situation. Andy Reardon has just returned from a successful trip through Oregon, Utah, Idaho and Montana, and Cass Altshuler is also sending good orders from Seattle.

M. A. Gunst & Company and H. L. Judell & Company are already working on their plans for their cigar store concessions at the Exposition.

M. Coblintz, a cigar and tobacco merchant of Stockton, Cal., has been visiting the San Francisco trade.

ALLEN.

Trade Jottings

W. C. James and E. V. Kies have disposed of their interests in the St. Elmas cigar store to Cletus Swint, of Fremont, O.

J. J. O'Brien, of Newburyport, Mass., has recently taken charge of the cigar and confection store of the Daniel Balch Estate, on Merrimac Street.

B. H. Evans, formerly of Sharon, Pa., will open a store at 1432 West Federal Street, Youngstown, O., soon. He will specialize on cigars, tobacco, candy, notions, etc.

W. J. Polley, Battle Creek, Mich., has purchased the interest of his partner, Sol Salomon, in the Americano Cigar Store, 19 North Jefferson Avenue, and will continue the business under his own name.

The Dayton Cigar Company, formerly of DeKalb, Ill., has recently leased a floor of the Nicoll Building on Main Street, in Kenosha, Wis. They will employ about twenty hands at the start.

Harry Pitman, who has been in the cigar business in Mason City, Ia., for a number of years, has recently purchased an interest in the Smoke Shop, located at the corner of Main and State Streets.

Every salesman with the Capital City Tobacco Company of Atlanta, Ga., made an increase of from 10 to 15 per cent. for his April business this year as compared with April, 1913.

Earl Edick, who has operated a cigar factory at 7 Carpenter Street, Gloversville, N. Y., for a number of years, has sold his business to Charles Katz, who will continue the cigar manufacturing business.

W. B. Shaw, a former leaf tobacco dealer at Brodhead, Wis., is now in San Juan, P. R., where he has recently opened an office to engage in the leaf business of the island. For many years Mr. Shaw was Wisconsin representative for the American Cigar Company, and later was assistant to P. H. Gorman, vice-president of the Porto Rico Tobacco Company.

1914
Our Purchases Up to Date

Old Sumatra	600	Bales
Old and New Java	400	"
First Inscription	150	"
Second "	1050	"
Third "	100	"
Fourth "	700	"
Rotterdam"	700	"
Fifth "	700	"
Sixth "	620	"
	5020	Bales

¶ We are buying and selling more Sumatra tobacco than all our competitors combined

THERE IS A REASON
TRY US

H. Duys & Co.
170 Water Street - - New York

CROP ROTATION AND CLEAN CULTIVATION BEST PREVENTS WORK OF TOBACCO PEST

Wire Worm Causes Virginia Growers Annually Loss of $800,000—Also Found in Other Tobacco States—Department Issues New Bulletin on the Subject

WASHINGTON, D. C., May 27, 1914.

THE extensive damage done by the so-called tobacco wire worm in many tobacco states is best prevented by crop rotations, and by doing away with the weeds which are food for the worm. Clean cultivation should be practiced the summer before tobacco is planted, thus making conditions unfavorable for the egg which hatches the worm. This is the advice of the United States Department of Agriculture's investigators, who estimate that the damage done by the worm amounts to $800,000 annually in Virginia alone, and is also great in other eastern states raising tobacco. The department has just issued a bulletin (No. 78) on the subject, entitled "The So-called Tobacco Wire Worm in Virginia."

The growing of crops of cow peas or crimson clover (preferably the former) the year before crops subject to injury are planted, is one of the most satisfactory and practical means for controlling the pest. Summer plowing and thorough preparation of weedy land are other means advised. The eggs of the pest are deposited by moths in weedy fields during July and August. They hatch in a few days, remain over winter in the soil, and finish their growth during June or July of the following year. They are in their most active feeding stage when tobacco is planted.

Injury to tobacco occurs when this crop is planted on land that was weedy during the previous year. Crops planted on land which has been under clean cultivation are immune. The weeds which have been found to be the more common natural food plants of the worms are the buckhorn plantain, oxeye daisy, stickweed, and whitetop. The presence of these weeds in meadows accounts for the injury to tobacco when planted on sod.

The worms when once established in land where their natural food plants are abundant have been found difficult to control. Various insecticides and repellents have been tested, but without satisfactory results.

Fall or winter plowing has been found to reduce injury, but is only partially effective, as some of the weeds remain alive and furnish food for the larvae until the tobacco or corn is planted.

The moth from which the wire worm is evolved is medium or rather small in size and colored brown, yellow and white. Some have metallic marks on the fore wings which are comparatively long and usually narrow. When raised, the fore wings are rolled around the body and conceal the hind wings, which are folded beneath. This gives the body the appearance of a tiny cylinder, and accounts for the term that is applied to it of "close-wings." These moths fly mostly on dark afternoons or during the early part of the night. They are more common in open fields. When disturbed they make short flights, rarely flying more than a few rods at a time. They usually alight head downward on the stems of plants, and their color often harmonizes so perfectly with their surroundings that they can scarcely be seen. They, therefore, seldom attract attention unless some important crop is attacked.

When Smoking Tobaccos Talked

ONE evening when the men folks gathered around the fireplace, filled their pipes and lighted them, as the smoke began to curl ceilingwards some of the tobacco brands began to brag about their respective points of excellence.

VELVET said, "I am smooth."
STAG said, "No bite, no sting."
BULL DURHAM said, "I'm familiar the world over."
PRINCE ALBERT said, "I'm the national joy smoke."
WHIP said, "I'm made by the Pattersons."
SALLIE JIM said, "I'm bred in old Kentucky."

And then the warm but peaceful parley came to a close. It was a smoke talk and all's well that ends in smoke.

The above is from the pen of James T. Brown, of Berea, Ky., a hearty supporter of THE TOBACCO WORLD.

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Smoke Talk № 20

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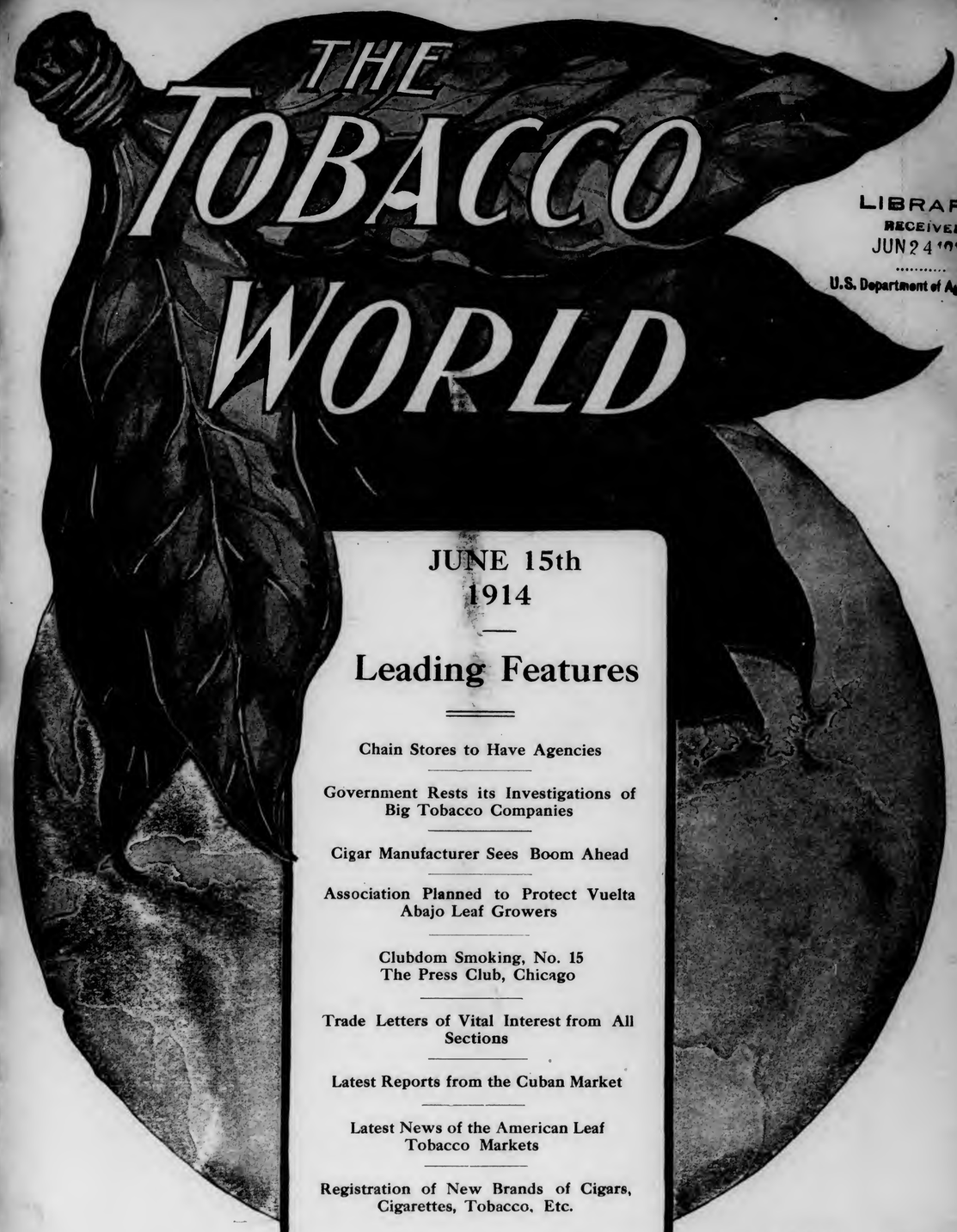

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Trade Letters of Vital Interest from All Sections

Latest Reports from the Cuban Market

Latest News of the American Leaf Tobacco Markets

Registration of New Brands of Cigars, Cigarettes, Tobacco, Etc.

ESTABLISHED 1881

Vol. XXXIV No. 12

PUBLICATION OFFICES: 236 Chestnut Street, Philadelphia

F. C. LOZANO J. M. LOZANO

TRADE MARK

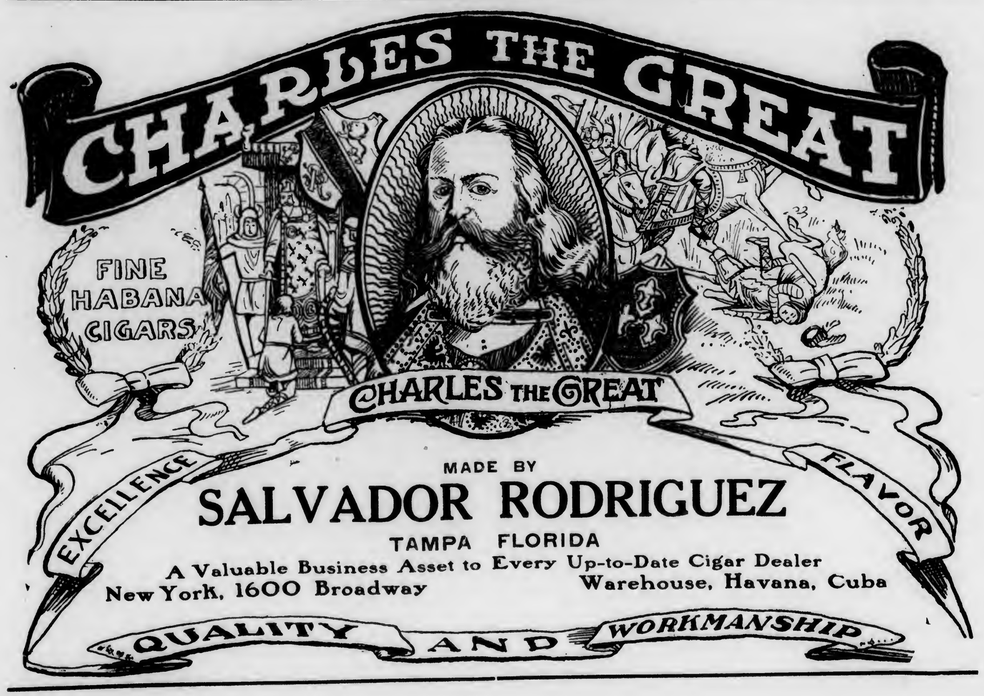
F. LOZANO, SON & CO.

HAVANA CIGAR MANUFACTURERS

Makers of the Famous "F. Lozano" Brand

FACTORY: TAMPA, FLORIDA

OFFICE: 437 FIFTH AVENUE, NEW YORK



MADE BY

SALVADOR RODRIGUEZ

TAMPA FLORIDA

A Valuable Business Asset to Every Up-to-Date Cigar Dealer

New York, 1600 Broadway Warehouse, Havana, Cuba

BEHRENS & CO.

HAVANA, CUBA

Manufacturers of the "SOL" Brand

SOL HABANA

Independent Factory

Quality - *always* a little better than Havana's *best*

One of the Oldest Havana Brands

ESTABLISHED 1834 RE-ESTABLISHED 1890

See Winston Churchill's Book, "The Crisis"

"La Flor de Portuondo"

1869

The 45-years' Standard Quality Cigar of carefully selected tobaccos —naturally cured and expertly blended—and best skilled hand-workmanship.

In all popular sizes, packings and prices.

Juan F. Portuondo

Cigar Mfg. Co., Philadelphia

Amazing Increase in Cigar Sales

Is due to the new effective ALL GLASS OR WIRE EDGED Cigar Box Lids

They prove the same results as did the New ALL GLASS Show Cases, that took the place of the Old Clumsy Metal Frames now out-of-date.

The Old Style metal framed lids detract the customer by their cheap Tin Pan Effect, and degrades the value of the cigars and are also fast growing out-of-date.

The **New All Glass Lids** have a tone of refinement, increase the value of cigars by their Neat, Effective, and distinct modern air and cheerfulness in contrast with the old bulky and clumsy metal framed lids, which affect their sales by their gloomy shop-worn appearance.

We guarantee 100% more sales by the new lids aside of the old.

Send for samples, prices and testimonials.

P. A. BECKER CO., 132 Cumberland Street, BROOKLYN, N. Y.

Established 1891

The Original and Genuine

Central Union

Smoking Tobacco in a New Cut

Packed in a Pocket-proof Package

1½ ounces—5 cents

United States Tobacco Co.

RICHMOND, VA.

For Gentlemen of Good Taste

San Felice

CIGARS

The Deisel-Wemmer Company

LIMA, O.

EISENLOHR'S

CIGARS

PHILADELPHIA

Best Quality **Best Known**

EDEN

The Cigar Without a Peer

Calixto Lopez y Cia
Habana

New York Office— 257 Fourth Ave.

Quality Paramount

CELEBRATED

H. UPMANN CIGARS

H. UPMANN
HABANA

Strictly Independent Manufacturers

CHAS. LANDAU

Sole Agent for United States and Canada

82 Wall Street - New York

Board of Trade Bldg., Montreal, Canada

MURIEL

MILD HAVANA BLEND.
30 SIZES - ALL SURPRISES.

The Mildness of ~MURIEL~ Is Half the Story.

The Other Half Is the Exquisite Fragrance ~

These Qualities Together are Responsible for their Unusual Popularity.

MURIEL
MURIEL
MURIEL

Demand Proves the Value of a Cigar

Statesmen MILD 5¢ CIGARS

ARE IN DEMAND

JEITLES & BLUMENTHAL, Ltd.
PHILADELPHIA, PENNA.

Year after year
CREMO
maintains its popularity

The
mellowness
and smoothness of the
Cremo blend
suit the taste of a vast
number of smokers

Cremo CIGAR 5¢

TIME an' tide wait for no man, but th' feller that knows how, can make both of 'em wait ON him an' work FOR him.

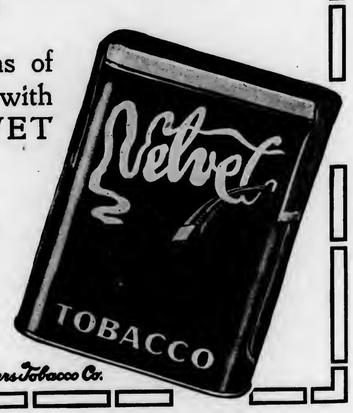
Velvet Joe

WHEN an already popular, wide selling brand like VELVET becomes more than a "brand" and begins to be a national institution——then is the time to take the tide at its flood.

Now is your time——the VELVET tide is running. Go with it!

Coupons of Value with VELVET

5c Bags
10c Tins
One pound
Glass
Humidors



Liggett & Myers Tobacco Co.

Whip **Ready Rolled Tobacco**

YOU know many smoking tobaccos originated by Pattersons. You know they are good satisfiers and good sellers. The Pattersons pronounce "Whip" the best smoking tobacco they ever blended. These are the reasons why dealers everywhere are stocking "Whip". Your Jobber will supply you.

5c. one-ounce tins, 10c two-ounce tins, and in handsome green pottery Patented Self-Moistening 1-lb Humidors.

PATTERSON BROS. TOBACCO CO., INC.
Richmond, Va.

Also makers of "Queed"—the big 2½-oz. ten-cent tin—a little better than most 2-oz. ten-cent tobaccos. You will find it a good seller.

LA FLOR DE R. A. BACHIA Y CA. TRADE MARK HABANA

BACHIAS
Havana Cigars
For Men of Means
Renowned for Uniformity

IDENTIFIED BY THE GREEN AND GOLD BAND
R. A. BACHIA & CO.
47 West Sixteenth St. New York

E. H. GATO CIGAR COMPANY
FOR FORTY YEARS THE STANDARD
By Which Clear Havana Cigars Are Judged

Write for Open Territory
Factory: Key West, Fla. New York Office: 203 W. Broadway

10c. GENUINE 15c.
HENRY IRVING HABANA SEGARS

Made in the honest old-fashioned way by

John W. Merriam & Co.
139 Maiden Lane
New York

LIPSCHUTZ'S 44 CIGARS

"44" Cigar Co. Philadelphia

LOVERA CLEAR HAVANA CIGAR
Made under U. S. Bond by
Jose Lovera Co.
TAMPA, FLA.

BAYUK BROTHERS

"HAVANA RIBBON"

FIVE CENT CIGAR
PHILADELPHIA

DIAMOND JOE TRADE MARK CIGAR FACTORY
ESTABLISHED 1850

Charles Denby

BEST THAT SKILL, ENERGY AND MONEY CAN PRODUCE
H. FENDRICH, Maker, EVANSVILLE, IND.

5c CIGAR

HONESTLY ADVERTISED NOT MISLEADING

LA SARAMITA

Broadleaf
Wrapped
Havana
Cigars

Real Havana
Tobacco
Skillfully Blended

Pre-eminent
by Comparison

THE SHIELDS-WERTHEIM COMPANY, Cleveland

SAVARONAS

AS A TALKING ASSET

Savaronas cannot talk—they need the mouth of the smoker. Put **Savaronas** into the mouths of the smokers and they will do the talking.

Every **Savarona** smoker is a booster, and the distributers who feature this cigar have a host of boosters working for them as well as for **Savaronas.**

Feature **Savaronas**, and line up these boosters in your own interests as well as ours.

CAYEY-CAGUAS TOBACCO COMPANY, Incorporated

152 WATER STREET, Cor. Maiden Lane, NEW YORK CITY

EL GENIO

Clear
Havana
Cigars

Made in Tampa, Fla.

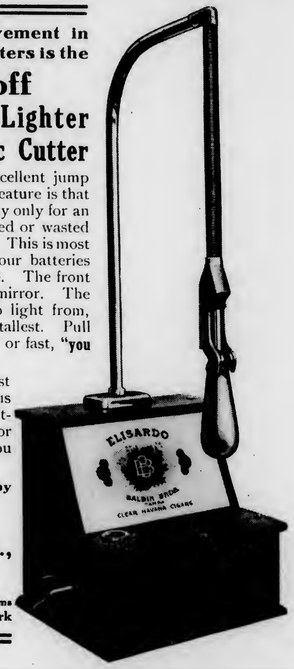
P. Verplanck & Co.
263 Fourth Ave. New York

The Latest Improvement in Electric Cigar Lighters is the

Brunhoff Jump Spark Lighter with Automatic Cutter

Operates with an excellent jump spark coil. The main feature is that the lighter uses electricity only for an instant. No current used or wasted on return into position. This is most important. It saves your batteries—gives them longer life. The front is for your ad or for a mirror. The handle is convenient to light from, for the shortest or the tallest. Pull the handle to you, slow or fast, **"you get a light every time."**

If you want the best lighter ever made, send us $12.00 and state if wanted with glass or mirror front. Send label if you want us to insert it.



Made and Guaranteed by

The Brunhoff Mfg. Co.,
Cincinnati, Ohio

Eastern Branch and Show Rooms
113 Maiden Lane, New York

Quality and Merit Win for "La Tonia"

That's why our shipments to the Middle West and West are the heaviest in our history. That's why the orders from the Eastern market are breaking all our records.

That's the Truth About the "LA TONIA" Cigar

Three Sizes:

Longfellow 10c. Imperiales 15c. Perfecto 10c.

Our facilities for manufacturing have been increased. We are now in position to take on some new jobbing accounts. Write for open territory.

RETAILERS who apply to us will be promptly furnished with the address of the nearest "La Tonia" jobber.

GET BUSY—Your customers will want a box of "LA TONIA" LONGFELLOWS to take with them on their vacations.

JOHN STEIGERWALD & CO., Inc. **2411-13 No. Howard St. PHILADELPHIA, PA.**

"LA TONIA LONGFELLOW" Smoked by discriminating men since 1895

Statistics Show

That the cigar output for the months of January, February and March of this year, as compared with the same three months of 1913, shows a shrinkage of thirty million. In the face of this great slump, the celebrated

ROCKY FORD 5c. CIGARS

Show an increase of 1,473,250

What's the Answer?

Graham Courtney

HAVANA CIGARS

They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company

135 West 42nd Street, New York

F. RODRIGUEZ Y CA. San Miguel 85, Habana, Cuba.

Manufacturers of the celebrated "ELITE" Habana Cigars.

MAX SCHATZ
82 Maiden Lane New York

Sole Representative for United States and Canada.

Fifth Avenue Cigarettes

The Union Made Cigarette of Quality
Bearing Union Label

Ten cents per package of ten. Mouthpiece, Cork Tip, Plain

Live Distributors Wanted

I. B. KRINSKY
207 North 4th Street . . . BROOKLYN

The Standards of America:

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts
Strong, Salt, Sweet and Plain Scotchs

MANUFACTURED BY

GEORGE W. HELME CO., 111 Fifth Ave., New York

G. S. Nicholas & Co.

41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

GREATEST SUCCESS IN HABANA'S CIGAR HISTORY

ROMEO Y JULIETA

RODRIGUEZ, ARGUELLES & CO.

A Success of Quality

THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD

U. S. Representative: Wm. T. Taylor, 93 Broad St., N.Y. City.

CORRESPONDENCE SOLICITED

JUST THINK-5¢ BUYS A
LA FAMOSA
EQUAL TO ANY MILD 10¢
CIGAR

E. Kleiner & Co., Makers, New York

THE
Key West Cigar Factory

Factory No. 413, KEY WEST, FLA.

Office and Salesroom:
43 to 47 W. 33d St., New York

HAVANA CUBA CIGARS

Vuelta Abajo "Castaneda"

CARDENAS & CO.

Main Offices and Factory: 102 Galiano Street Havana
London: 114 Grace Church Street
New York: 3 Park Row

DAVE ECHEMENDIA, U. S. Representative

T. J. DUNN & CO.

Makers of

The New Bachelor Cigar

401-405 E. 91st Street, New York

A Needless Expense

The payment of $1.85 per pound duty on your wrapper IS A NEEDLESS EXPENSE IN YOUR BUSINESS when you can obtain wrappers of such *high standard* and *merit* in BURN, QUALITY and YIELD as our

American Sumatra Wrapper

Don't lose valuable time if you want to make your business profitable for 1914.

Our Customers are already convinced. Let us convince you?

American Sumatra Tobacco Co.

131 Water Street, New York

MADE IN BOND

HAVANA CIGARS

Highest Quality
Best Workmanship

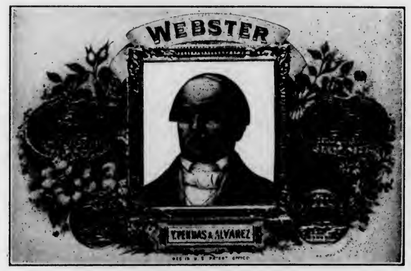
MADE BY

V. Guerra, Diaz & Co., Tampa, Fla.

Established 1867 — Our Motto "Quality"

Y.PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA. — HAVANA CUBA

T&O COMPANY MAKERS

Royal Lancer

The Cigar Distinctive

Made in 21 Sizes
10c. and upward

THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
Offices: 1020 SECOND AVE.
New York City

JUST A MINUTE!

Every Merchant now and then feels the need of a new 5 cent Cigar the first chance you have, put in

"COURTELLO"

Without any advertising this Cigar has met with great favor and everybody is talking about it—only lately have we been able to get them fast enough to supply the demand.

We have them in four sizes
LONDRES—INVINCIBLE—PANETELA and LITTLE COURTELLO

REID TOBACCO COMPANY, Milton and Altoona, Pa.

M. MELACHRINO & CO., Inc.

EGYPTIAN CIGARETTES

You Cannot be Mistaken if You Stock the Easiest Sold Cigarettes

M. Melachrino & Co., Inc., are purveyors and supply all the Courts, Embassies, 120 Clubs and 360 Regimental Messes throughout Europe

GRAND DEPOTS OF M. Melachrino & Co., Inc. { London, 8 Regent St., S. W. / Capetown, South Africa / Calcutta, 10 Government Place / Alexandria, Rue Cheriff Pacha / CAIRO, Head Office and Factory / Hamburg, 18-20 Grosse Backerstrasse

AGENCIES IN THE PRINCIPAL CITIES OF THE WORLD — PRICE LIST UPON APPLICATION

214-216 WEST 47th STREET, NEW YORK

THE TOBACCO WORLD

Vol. XXXIV. PHILADELPHIA AND NEW YORK, JUNE 15, 1914. No. 12.

CIGAR STORE CHAINS TO PLACE AGENCIES IN OUTSIDE TOWNS

Edwin Cigar Stores Announce New Selling Plan—"United" Plans to Follow Same System—Will Place Agencies in Towns Where They Have no Stores

NEW YORK, June 10, 1914.

MR. ROSENBLUM, the head of the Edwin Cigar Company, which operates a chain of retail stores in Greater New York, has recently laid out a new plan whereby agencies will be placed in all parts of the country to handle the products of the Edwin Cigar Company, as well as other brands not made by the company, giving the retail dealer a chance to select brands suitable for his trade.

The Edwin Cigar Company operates about thirty-five stores in Greater New York, but it is the plan of Mr. Rosenblum to give up the retail business as fast as the store leases expire, or to turn them over to clerks who will be able to make a paying proposition out of them.

The plan of the Edwin Cigar Company is to ship to dealers, who will buy their merchandise, the first shipment on consignment, charging one hundred per cent. on the merchandise. After the dealer has sold the merchandise he deducts as his profits thirty-two per cent. and returns the balance to the company. It is not necessary for the dealer to buy Edwin products, but may order any brands that will satisfy his trade. This, Mr. Rosenblum claims, has advantages over other systems, as it does not force the dealer to push brands with which he has been heavily stocked. The Edwin Company will confine themselves to dealers in tobacco and stationery, and only in exceptional cases will take on drug stores.

Mr. Rosenblum was formerly connected with the American Tobacco Company, but ten years ago left that organization to enter the cigar manufacturing business.

Following the action of the Edwin Cigar Company is that of the United Cigar Stores Company, which announces that it will take on agencies in certain localities where they have no stores. Dealers who accept the offer of the United will merely act as an agent for the company and will in no way be under the control of the United Cigar Stores Company.

The plan of the United is to furnish the dealers with whatever brands of their manufacture that they desire, and will also furnish them with signs to place outside their stores, the dealer's name appearing on the same.

Both the Edwin Cigar Company and the United Cigar Stores Company are receiving numerous applications from dealers who are desirous of taking up the offer of one or the other companies.

KNICKERBOCKER.

Louis Bythiner & Company in New Quarters

LOUIS BYTHINER & COMPANY, formerly located at 308 Race Street, have opened their new office at 209 North Second Street, where William Bythiner, a son, is attending to the management of the business during the illness of his father.

The office is in the center of the leaf district and is well equipped for the display of samples.

GOVERNMENT DROPS PLAN TO DISSOLVE TOBACCO COMPANIES

Open Market Said to Have Satisfied—Fifty-eight Jobbing Firms in Competition—Department Thinks Complaints Were Caused by Dissatisfaction

WASHINGTON, D. C., June 8, 1914.

ACCORDING to investigations by the agents of the Department of Justice fifty-eight jobbing firms are now in lively competition with the Metropolitan Tobacco Company in selling the products of the components of the former tobacco combine. The competing companies are showing a good weekly increase in their sales which indicates that inroads are being made on the output of the Metropolitan. H. H. Hunter, representing the Independent Retail Tobacconists' Association of America, has written the department that the independent dealers are convinced that the "open market" policy insures fair play. With the independents satisfied and everybody happy, the Government's work seems to be at an end, and it is stated that the plan to dissolve the big companies who maintained an alleged monopoly through the Metropolitan Tobacco Company, has vanished into thin air.

The officers of the "Big Four" may now seek tranquil slumber while the rest of the industries lie awake trying to figure out just what they have done to make them liable to "investigation." No need to worry, from appearances they will all get their turn.

The result of the re-establishment of competition among the distributors of tobacco products in the so-called Metropolitan district is that the Government will withhold its suit in equity under the Sherman Act, which had been drawn for the purpose of compelling the four companies to cease their alleged monopolistic operations. The Government contemplated charging the four corporations with contempt of the Supreme Court by violation of that tribunal's decree of dissolution.

The Department of Justice has not yet reached a final decision as to the adequacy of measures which have been taken to restore competition. Officials of the Department believe, however, that a fair test already has been made of the action of the four companies and are confident that so long as the existing condition is maintained no cause will arise for charging that a monopoly of tobacco products distribution is maintained through the Metropolitan Company.

(Continued on Page 22)

To Have Hearing on Bond Stamp Issue

WASHINGTON, D. C., June 13, 1914.

It is understood that the officials of the Customs Division of the Treasury Department will hold a hearing in regard to the recent bonded stamp ruling and also in regard to the made-in-bond law some time this week.

According to the latest plans, the Key West and Tampa manufacturers, who favor the present form of stamp, which states that the cigars are hand-made by the Spanish method, will be present at the hearing of the opponents, manufacturers who have been making cigars in bond, but using team work in manufacturing. It is thought that in this way the defenders and opponents of the ruling will have a chance to answer each other's arguments in the presence of the officials.

THE TOBACCO WORLD

ESTABLISHED 1881

PUBLISHED ON THE 1ST AND 15TH OF EACH MONTH BY

THE TOBACCO WORLD CORPORATION

J. LAWTON KENDRICK, Treasurer

PUBLICATION OFFICES

236 CHESTNUT STREET
PHILADELPHIA

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Keystone Telephone—Main 1824

J. LAWTON KENDRICK .....Managing Editor
HOBART BISHOP HANKINS .....Advertising Manager

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BOSTON CHICAGO DETROIT SAN FRANCISCO KEY WEST
TAMPA MILWAUKEE LANCASTER CINCINNATI
CLEVELAND LOS ANGELES SEATTLE
ST. LOUIS NEW ORLEANS BALTIMORE
HAVANA, CUBA, OFFICE—NEPTUNO 24, Altos, CARLOS M. WINTZER Representative

Subscription in United States, Postage Paid .....$1.00 per Year
Foreign Subscription, Dominion of Canada and other Countries of Postal Union .....$2.50 per Year
Single Copy .....15 Cents

ADVERTISING RATES MAILED UPON APPLICATION

Entered as Second Class Mail Matter December 22, 1909, at the Post Office, Philadelphia, under the Act of March 3, 1879.

Vol. XXXIV JUNE 15, 1914 No. 12

CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

FREDERICK HIRSCHHORN, 54th St. and 2nd Ave., New York..President
OTTO EISENLOHR, 932 Market St., Philadelphia .....Vice-President
JOSEPH B. WERTHEIM, 81st and East End Ave., M'hat'n, N. Y..Treasurer
S. K. LICHTENSTEIN, 40 Exch. Pl., Manhattan, N. Y.....Secretary

THE NATIONAL CIGAR LEAF TOBACCO ASSOCIATION

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J. BLOCK, Wheeling, W. Va. ..... Vice-President
RAWLINS D. BEST, Covington, Ky. ..... Secretary-Treasurer
GEO. E. GILLILAND, Wash. ..... Assistant Secretary

With crop conditions on June 1st more than two per cent. higher than the ten-year average on that date, and more than nine per cent. higher than last year, it looks as if the farmers will be able to maintain their automobiles for another year at least.

How About It?

Merchants in the Middle West report that their business for May of this year is far ahead of 1913 for the same month, and a general revival of business is evident.

The cigar industry has felt a depression that seems to be general, but careful examination will show that the biggest decrease has been in the cheaper grades of cigars.

Factories whose products have been affected by the tariff changes have closed down to half time and quarter time, and some entirely. The workmen in these plants have had to economize on their smoking, and the falling off in these sales has made many Pennsylvania cigarmakers idle.

It occurs to us that the manufacturers who have made these people idle are for the most part high tariff voters. They do not like the methods of the present administration and they immediately joined the ranks of "calamity howlers." And much good it will do if our powers of observation prove to be unimpaired. The present administration has more than two years yet, and we think that they will continue to put in operation their present policies. As soon as high tariff manufacturers realize that President Wilson is paying no attention to them whatsoever, we look for a revival of business and a big scramble generally to make up for lost time.

Exports are going to fall off if we do not manufacture the goods to export; domestic trade is going to be slack if we pull a long face and bring in our salesmen from the road. Idle workmen are going to wear last year's suits if they have no money to buy new ones with; a bag of tobacco and a pipe does not exactly take the place of a cigar, but it is the essence of economy as far as the workman is concerned.

We venture to say that the manufacturers who think the country is "going to the dogs" have made enough money in the last ten years under the protective tariff to sail for Europe and "let 'er go."

Idle workmen mean the withdrawal from circulation of immense sums of money. *Not the wealthy but the working class keep the department stores busy and the mills working.*

During the depression of 1907 an advertising campaign was carried on at an expense of more than one million and a quarter of dollars, and it won out—big.

If there were a desire on the part of the dissatisfied for a continuation of prosperity we are inclined to believe that we would have it.

United Profit Sharing Company's Plans

John F. Whelan, president of the United Profit Sharing Company, which has taken over the coupon business of the United Cigar Stores Company, has sent out a circular defining the company's plan of campaign. The prospectus says, in part:

"United Profit Sharing coupons hereafter will be issued not only by the United Cigar Stores, but will also be packed in standard brands of goods distributed by leading manufacturers.

"The outstanding coupons issued by United Cigar Stores will be redeemed by us, either separately or in combination with United Profit Sharing coupons.

"Main premium stations which have been operated by the United Cigar Stores Company are being taken over by us. This starts us with a nation-wide chain of profit-sharing stations already thoroughly established.

"The first edition of the United Profit Sharing catalogue will number 10,000,000. The value of any premium system increases in proportion to the thoroughness with which the public knows the name of the coupon, the goods with which it is packed and the value of the premium for which the coupons are redeemable."

The United Profit Sharing Company has closed a contract with the Patterson Brothers Tobacco Company. The head of the Patterson Brothers Tobacco Company is M. C. Patterson, formerly a director of the American Tobacco Company.

The Patterson Brothers Tobacco Company will pack these coupons with their "Whip" and "Queed" smoking tobaccos.

KNICKERBOCKER.

The Makaroff Cigaret Company announces that it will discontinue its regular monthly payment of $500 for Makaroff cigarette coupons after July 8, 1914. The redemptions for other articles will be continued as heretofore.

J. J. Shea Ill at Summer Resort

THE many friends of J. J. Shea, the amiable sales manager of Bayuk Brothers, will regret to learn that he is suffering a nervous illness and that he is on indefinite leave of absence from the office.

Mr. Shea was stricken at his home in this city and it was more than a week before it was realized that he would require perfect rest and quiet in order to be restored to his usual good health.

His physician ordered him to leave the city and Mr. Shea is now said to be slowly improving at a quiet resort on the edge of the New Jersey Pine Belt and within sight of Barnegat Bay.

During Mr. Shea's absence his work at the office is being cared for by Harvey L. Hirst.

"Globe-Trotter" Reisenberg Bound for Paris Again

Henry Reisenberg, the hypnotizing salesman of "Bold" cigars, has just reached the Philadelphia office of Bobrow Brothers, where he will spend a few days before sailing for Paris on his second voyage of the year.

Mr. Reisenberg has had one of his most successful trips on "Bold" cigars and has landed several large accounts that are working the factories to capacity.

Mr. Reisenberg sails on the "Olympic" on the twentieth for Paris, where he will join his wife and daughter for a short visit.

Philadelphia an Oasis for "Camel" Cigarettes

After several days of newspaper advertising mysteriously announcing that "The Camels Are Coming," their arrival was announced and the cigarette smokers of the city lost no time in calling on their nearest tobacconist for a package of "Camel" cigarettes, retailing at ten cents for the package of twenty. This brand is being manufactured by the R. J. Reynolds Tobacco Company, and it is needless to say that these cigarettes have made a big hit.

The campaign is being pushed as fast as the factory output will allow, and despite the fact that no gift slips or other coupon or premium inducements are offered, the sales are exceeding all expectations. "Camel" cigarettes made an immediate hit with baseball fans, as the many packages at the games testify.

D. W. Putnam, a retailer at 167 Swan Street, Buffalo, N. Y., is jobbing in a small way on the "Castle Hall" brand.

Philadelphia Notes

"Hi" Hammer, representing the well known Tampa firm of Corral, Wodiska y Ca., left the Quaker City last week with a well-filled order book.

Chas. Staples, of the New York house of Park & Tilford, closed some attractive business on "Edens" when in Philadelphia last week.

The many friends of Speed S. Goodloe, president of the jobbing house of Dusel, Goodloe & Company, 112-114 North Seventh Street, will regret to learn that the serious illness of his mother has taken him to her home at Louisville, Ky.

A good display of high grade cigars is appearing this week in the cigar store of Maurice Jones, 44 North Twelfth Street. Mr. Jones is just across from the Reading Terminal and enjoys an excellent trade on high grade goods.

The newest cigar product of the Finley Acker Company stores is the "Franklin Field," which is made by a Philadelphia manufacturer, and made especially to meet the demand for a cigar of unusual merit which can be purchased at the popular price of five dollars per hundred.

The Manhattan Cigar Company, 111 South Broad Street, Philadelphia, will receive their first shipment of the Garcia & Vega line this week.

This clear Havana, Tampa-made cigar will be carried in twelve sizes, comprising all the well known and popular shapes.

Jeitles & Blumenthal, Ltd., 119 South Eleventh Street, Philadelphia, are meeting with unusual success in the expansion of their business on "Statesmen" cigars throughout the Middle West section.

"Flor de Jeitles," "Tungsten" and "Frat" cigars are daily increasing in popularity among smokers of nickel cigars.

The Market and Juniper Streets store of Yahn & McDonnell, Philadelphia, have an attractive window display of the "Banderos," made by Jose Lovera Company, New York and Tampa.

This unusual cigar is sold for five cents and in bundles of five for twenty-five cents; that this smoke has caught the popular fancy is evidenced by the fact that wherever displayed reorders have been most gratifying.

The Home of "The House of Staples" at the Panama-Pacific Exposition

Situated on one of the four corners of the "Amusement Circle" in the grounds of the Panama-Pacific International Exposition, "The House of Staples," M. A. Gunst & Company, will occupy one of the most attractive buildings, the one typifying the Moorish style of architecture, an illustration of which appears herewith. On the other corners will be buildings representing the East Indian, the Gothic and the Mission types.

"The House of Staples" will occupy a space of about 3500 square feet, which will allow a comprehensive and varied exhibit pertaining to the cigar, cigarette, tobacco and pipe industries. A retail service stand will also be installed, featuring exclusively the brands of the "House of Staples."

A luxurious lounging room will play a prominent part in the reception and entertainment of our visitors. Every possible comfort will be provided, and it is our intention to make "The House of Staples" a headquarters for the visitors from all parts of the world, particularly for those in our line.

It will be brilliantly illuminated at night, and will be in every way a credit to the institution whose name it bears.

Leopold Weil

LEOPOLD WEIL, founder of the firm of Weil & Sons, a tobacco merchant prominent in Water Street for many years, died recently at his home at Lawrence, L. I.

Mr. Weil was born in Germany in 1849, and came to the United States in 1863. In 1884 he became a partner in the firm of Schwarz & Weil, leaf dealers. Some years later he established a business for himself and later took in his sons. The business will be continued by the sons and will include Arthur C. Weil, a former member, who has been in another line of trade for some time. Mr. Weil was one time vice-president of Seidenberg & Company.

The deceased is survived by a widow and four sons.

Peper Estate Valued at Quarter of a Million

An inventory of the estate of Frederick C. Peper, of St. Louis, Mo., son of Christian Peper, wealthy tobacco manufacturer, was filed yesterday in the Probate Court. It showed a total real and personal property valuation of $268,950.79. Charles G. Peper is named administrator.

According to the inventory, Peper was interested in real estate at Sixth and Wash Streets, Twelfth and Market Streets and 1409-11 South Twelfth Street.

Notes and interest total $10,734.38; stocks, $244,660; cash, $12,305.05; accounts, $1201.36, and goods and chattels, $50.

According to the document, Peper owned 1999 shares of the capital stock of the Christian Peper Tobacco Company. He owned 30 shares of capital stock of the National Bank of Commerce and 175 shares of the capital stock of the St. Louis Union Trust Company. His cash was in the St. Louis Union Trust Company.

Fred G. Neu

Fred G. Neu, a cigar dealer of Cincinnati, O., at 405 Central Avenue for twenty-five years, died recently. He was fifty-nine years old and lived at 423 Plum Street.

New Asset of the Cado Co., Inc.

J. C. Nowlin is taking the place of Robert Appleton, who is no longer connected with the Cado Company, Inc.

The Cado Company, Inc., believes they have found a first-class salesman in Mr. Nowlin, who was with Butler-Butler at the commencement of their business and later was connected with the Booker Tobacco Company for several years.

Mr. Nowlin knows the trade thoroughly and goes with enthusiasm and willingness to work hard on the road. There is no doubt but that he will be very successful.

Richard (Dick) Bythiner, salesman for the leaf house of E. Rosenwald & Brother, sailed on Saturday for Tampa, Fla., on a business trip in the interest of his firm.

Personally assisted by R. B. Oppenheimer, of Heineman Brothers, Peter Peckarsky, of the firm of Peckarsky Brothers, Milwaukee, Wis., recently succeeded in placing in the local market 35,000 "Salome" cigars, as the result of a campaign on the brand made by his firm, this aside from the regular orders which, together with the new accounts, practically made a clean sweep of stock. "Salomes" to the number of 25,000 are still waiting delivery, pending the arrival of additional stock.

Five thousand each of "Puritana Seconds" and "Integridad Smokers," manufactured by Chas. S. Morris & Company, recently placed on the market by the Campbell-Frank Cigar Company, Portland, Ore., made a record breaking hit in that the lot was disposed of in two days. Four-for-a-quarter retail are being secured for "Integridads," while "Seconds" are going at five cents straight. Ten thousand additional on the brands are expected shortly and will be immediately put on the market.

Some of the Officers and Salesmen of Dusel, Goodloe & Co.

A few of the officers and salesmen of the well known jobbing house of Dusel, Goodloe & Company, basked in the morning sun recently, with the result shown herewith.

From left to right are Thomas S. Harter, J. W. Kane, John E. Dealy, W. H. Zorn, H. L. Roth, Speed S. Goodloe, president, and Paul L. Brogan, secretary and treasurer.

This wholesale house is enjoying a splendid business on their many well known brands, despite the unfavorable trade conditions that have been in evidence.

Internal Revenue Officers Busy

Internal Revenue Officers Shearer and Anderson recently confiscated a number of cigar boxes with stamps uncancelled from the store of Fisher & Ahles on Germantown Avenue. The members of the firm were arrested and held under $1000 bail for a hearing before the commissioner. At the hearing a case of alleged box stuffing also developed. The cigar boxes with the uncancelled stamps were considered sufficient evidence to hold the two members of the firm for the grand jury. The amount of bail was not increased.

This firm manufactures cigars and sells at retail.

This case is only one of a number that may be developed at an early date, and the manufacturers of unbanded cigars in this city are looking forward to a renewal of activity on the part of the revenue officers.

While the case referred to was a result, no doubt, of carelessness in the matter of cancelling the stamps, the matter of alleged box stuffing will no doubt be thoroughly investigated.

Manufacturers are of the opinion that box stuffing in this city is on the increase and it is believed that unusual activity in putting a stop to this corrupt practice is about to be enacted and that as soon as sufficient evidence can be procured prosecutions of the cases will follow.

Ninth District Shows Revival

After months of stagnation, the cigar industry of Lancaster County, and incidentally of the entire Ninth Internal Revenue District, shows unmistakable signs of revival. Many of the smaller factories which have been closed are preparing to reopen, and idle cigarmakers are beginning to find employment.

If it were not for the fact that many of the factories are overstocked with manufactured goods, laid up largely as a precaution against a shortage in the event of the long threatened strike materializing, the revival at these factories would be more pronounced.

The great drawback in the cigar trade is the slow collections, which hamper the smaller manufacturers. The bulk of the new crop has been already planted, and this week will see the work finished.

"El Roi-Tan," "Cuesta Rey" and "Alisa" are among the prominent lines being featured at the newly-opened stand with the Southern Yacht Club, West End, New Orleans, by the cigar department of the Hotel Grunewald. John Carrigan is the manager of the new department.

MANUFACTURER SEES PROSPERITY AHEAD

Morris D. Neumann Finds Conditions Good in West—Enormous Wheat Crop Indicates Big Boom

MORRIS D. NEUMANN, of the well known cigar manufacturing firm of Neumann & Mayer, has recently returned from the West, and states that from his observations the period of depression will not effect a hardship in the West. He predicts an era of prosperity and bases his conclusions on the enormous crops that are now maturing.

The company's brands are being well received in the West and Mr. Neumann has returned with a well-filled order book on "Bella Mundo," "El Tello" and "White Knight."

During a conversation with a representative of THE TOBACCO WORLD, Mr. Neumann said:

"I find that conditions in the West indicate the most prosperous conditions if the crops hold out, and there is no reason why they should not. The wheat crop will be enormous, probably one of the largest in the history of the country, and this means business, and plenty of it. Busy men, busy railroads and plenty of money will result.

"My trip took me as far West as Kansas City and I feel convinced that the period of depression in the East is not a result of natural causes, but brought about with a purpose.

"A feeling of optimism prevails and our own factory is busier than for some months as a result of it.

"One cannot look at the crop reports and talk about the country going to ruin. The farmers know different and their crops are evidence of the fact that at least the soil is not affected by politics.

"I am optimistic and most of the jobbers with whom I have talked feel that the cigar industry is about to enjoy an enormous trade. It may not come until the crops begin to move, but it will surely come.

"Under the conditions I am more than satisfied with the trip."

Quite a bit of business resulted recently on T. J. Dunn & Company's "New Bachelor" for the Wm. Recker Cigar Company, St. Louis, Mo., following a strong newspaper advertising campaign on the brand. To further facilitate sales a triple gold-plated pocket cutter was given free with every twenty-five bands.

GOVERNMENT DROPS PLAN TO DISSOLVE TOBACCO COMPANIES

(Continued from page 15.)

The declaration of an open market, whereby all tobacco jobbers in the Metropolitan district have the right to purchase the products of the components of the former tobacco trust at the same scale of prices as the Metropolitan Company, was agreed upon by the four corporations nearly six weeks ago, when the Department of Justice served notice that an indictment would be sought on a certain date unless before that time substantial evidence was given of an intention to operate within the limitation of the Sherman Law.

With the issuance of the declaration the Government agreed to withhold the suit pending observations as to the extent to which it would restore competition. These observations were made by the United States District Attorney's office at New York, to which the four manufacturing companies have forwarded weekly reports of the sales of their products.

These reports up to date, it is understood, show that fifty-eight jobbing concerns have entered into competition with the Metropolitan in the distribution of the products of the former trust. The volume of business done by these competing jobbers has shown a considerable weekly increase, with the result that inroads have been made upon the alleged monopolistic business of the Metropolitan.

The amount of business done with competitive concerns by the manufacturing companies has not yet attained a volume to justify the formal and final announcement on the part of the Department of Justice of its satisfaction that competition has been fully established.

The Government feels itself bound, in fairness to the Metropolitan Company and to the manufacturing companies, to regard as confidential the reports received by District Attorney Marshall on the amount of business done by competitive concerns.

Other complaints against the components of the former trust, not involving the Metropolitan Company, are now under investigation. These investigations to date have not definitely disclosed so far whether or not an anti-trust suit will be necessary.

The investigations, however, are said to lead to the impression that the complaints laid before the Department of Justice were based more largely on dissatisfaction with the Supreme Court's decree of dissolution than with alleged actions in violation of this decree.

CAPITOL.

Though he has disposed of his retail store at 32 South Main Street, Dayton, O., to Charles Simms, who also has a stand in the Phillips Hotel, Dayton, Wm. F. Benson will not discontinue his jobbing business, but will still continue at 11 West First Street, his new location. Mr. Benson will feature "Cinco" and "El Symphonie" and "Smokecraft," a seed and Havana product, as usual.

The agency for Bergermaster "Cannons" and Bergermaster "Boys," five-cent products manufactured by the Tampa-Cuba Cigar Company, has been secured by Winstanley & Blankenship, numbered among the largest jobbers in the State of Washington. Messrs. Winstanley & Blankenship control a great portion of the trade in Olympia and adjacent territory and will look after the distribution of "Cannons" and "Boys" in this section.

Fred B. Griffin

This illustration shows Fred B. Griffin, of the leaf house of Griffin-Neuberger, ready for a ride to the plantations. It was taken in Gayos during his recent trip to Cuba.

A Pair of Queens for J. A. Voice

June 6th was an auspicious date in the life of Mr. and Mrs. J. Abram Voice, who make their home in East Rutherford, N. J. The stork, making his rounds and leaving his tiny bundles of happiness, rested for an instant and doubly blessed that home with two little baby girls. Flora Belle and Martha Rita Voice they have been named by their overjoyed parents. Papa Voice now holds a pair of Queens every evening.

Congratulations have already been showered upon the pleased father, and we hasten to add a well-wishing word.

Mr. Voice is a member of the firm of Kaufman, Pasbach & Voice, the well known New York lithographers.

"Smoker's World Record"

The "Evening Times," Philadelphia, Pa., writing concerning the "Smoker's World Record," has the following to say:

"What is believed to be a world record has just been set up at a congress of South German smokers, held at Frankfort, in Germany.

"A special trophy, consisting of a silver eagle on a red and white ribbon, was offered to the smoker who took the longest time to turn a Mexican cigar into gray white ash without letting it once go out.

"The competition began at eleven o'clock and very nearly two hundred people contested for the award. By twelve o'clock only twenty competitors were in the running, the rest had regretfully finished their "weeds" or had laid them at rest in the ash tray for too long.

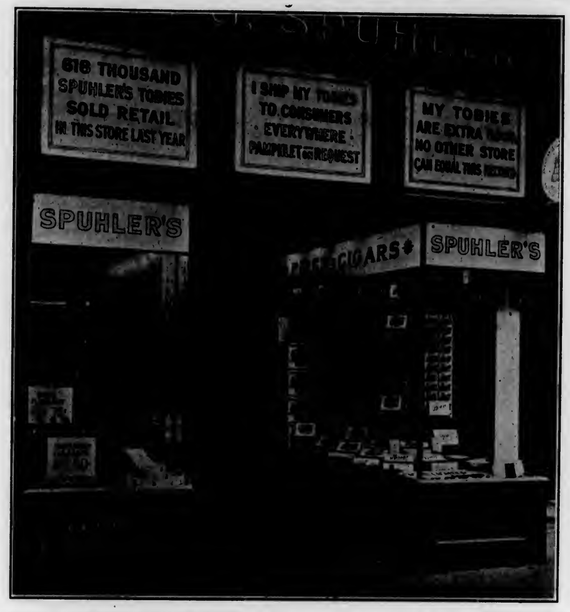
"The rivals dropped out rapidly, and by one o'clock only one smoker was left. Herr Henz, a Sachsenhausen business man, who actually puffed away in peace until he perforce had to throw his diminutive cigar stump away, 2 hours, 46 minutes and 17 seconds after he had set light to it.

"Herr Henz has, therefore, been proclaimed smoker laureate."

George William Prescott

George William Prescott, a retired cigar manufacturer living at 91 Guernsey Street, Greenpoint, N. Y., died recently from a stroke of apoplexy.

Mr. Prescott, who was forty-nine years old, was born in England and had lived in Brooklyn for forty-five years.


616 THOUSAND SPUHLER'S TOBIES SOLD RETAIL IN THIS STORE LAST YEAR
I SHIP MY TOBIES TO CONSUMERS EVERYWHERE PARCELPOST THE NEAREST
MY TOBIES ARE EXTRA NO OTHER STORE CAN EQUAL THIS RECORD
SPUHLER'S
SPUHLER'S

Spuhler Stand Features "BOLD" Cigars

"Bold" cigars are making a hit in Pittsburgh and their popularity is attested to by the display illustrated herewith. This recently appeared in the window of the George J. Spuhler store on Smithfield Street. Mr. Spuhler reports that he is having a heavy sale on "Bold" cigars and that he is continually featuring them.

Pittsburgh

Riker-Hegeman to Open in Park Building—Big Crew Working on "Oasis" Cigarettes—Afco Cigar Company Takes on "Ampere" Cigar

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PITTSBURGH, PA., June 11, 1914.

BUSINESS in Pittsburgh is about at a standstill. Not showing much improvement.

A. C. Hamilton, of the American Tobacco Company, is selling "Tuxedo" and their high grade tobaccos on this market.

Mr. Clark, of the P. Lorillard Company, has been in town the last few weeks with a large crew putting on a large American rug with "Turkish Trophies" cigarettes. This brand has shown a nice increase since they placed the novelty on these cigarettes.

The Riker-Hegeman Drug Company, of New York, will shortly open a store in the first floor of the Park Building, Fifth Avenue and Smithfield Street. This is one of the most prominent locations in the city, being opposite one of the United Cigar Stores.

F. W. Bailey, of the Revere Cigar Company, is calling on the down-town trade in the interest of his five-cent cigar "Paul Revere."

The Standard Cigar Company, manufacturers of the "Dry Slitz" stogies, are at present erecting another new building to cost $25,000. "Dry Slitz" are distributed exclusively by L. Goldsmit, Brother & Company.

W. J. Gilmore Drug Company have taken on the "Corina" clear Havana cigar, manufactured by Jose Escalante & Company, Tampa, Fla. They are highly pleased with the way this brand is taking with the dealers.

Liggett & Myers have a large crew in town this week working on "Oasis" ten's and twenty's. They give the dealer a small show case for counter display with each carton of 500. They have placed this brand in over 500 stores.

The Seventh Avenue Hotel cigar stands are featuring "El Verso" cigars this week. They have a very nice window display of this brand.

The Afco Cigar Company have taken on the "Ampere" cigar of the H. L. Bowers Cigar Company, Mansfield, O. This cigar is very large in size and will take very well with the Pittsburgh trade.

The Fisher Hotel, of McKeesport, have a full line of imported and domestic cigars. Among their featured lines are "Cuesta-Rey," "Tuval," "Saramitas," "Roi Tan" and "Jenkinson Best."

A. Reuben & Company are having great success with their "Arco Special" stogies, the mild smoke with the yellow band. Their "Goldflower" stogies are making a great hit with the particular trade. They also distribute the "La Flor De Vallens" and "44"—two good five-cent cigars.

The Moore Cigar Company, Wheeling, are having a nice run on "Cuesta-Rey" cigars.

L. Lang Company, Cumberland, Md., are certainly going after the "Chas. Denby" cigar. They sub-job these cigars through Shipley-Massingham Company.

Wells & Haymaker, the druggists of Clarksburg, W. Va., have a fine window display on "Cuesta-Rey," and have a photograph of Cuesta-Rey's X-ray Sterilizing Machine.

A new five-cent cigar appearing at the present time is "Court Royal," of the San Telmo Cigar Company, and is being distributed by the Shipley-Massingham Company. The window displays are quite novel, being entirely different from the old style cartons and dummies.

J. M. Glass, of McKeesport, has an elegant "Saramita" window display and is having good success with this brand.

At the last meeting of the Rotary Club, McKeesport, "Cuesta-Reys" were furnished by Rotarian Sharples.

E. L. Weil, of A. Roig & Langsdorf, Philadelphia, Pa., has been in town the past few weeks in the interest of "Roig" and "Girard" cigars. These brands are distributed by the W. J. Gilmore Drug Company.

E. W. French, of the American Tobacco Company, was in town. Mr. French is the state manager of Pennsylvania, Ohio and West Virginia.

H. S. Cuniotti is putting in some fine window displays on "Melachrino" cigarettes.

The following visitors were in town: M. Ferguson, representing M. Melachrino & Company, New York; Sid Cohen, representing Regensburg & Son, manufacturers of "Admiration" cigars; B. J. Strauss, representing Perfecto Garcia & Brother; N. G. Morris, representing L. Sanchez & Company; Marcellino Perez, of M. Perez & Company, manufacturing "Tuval" cigars, on his way home from a three weeks' trip; A. Calish, representing Cortez Cigar Company, in town for a few days; Leo Schoenemann, representing Celestino Vega & Company; R. J. Boltz, Boltz, Clymer & Company, Philadelphia; G. M. E. Kleiner, New York; Sam Fisher, New York; S. M. Frank, S. M. Frank & Company, New York, pipes; C. Boswitz, Gonzalez & Sanchez Company; F. L. Rouland, Lopez Hermanos Company; L. S. Kent, L. S. Kent Cigar Company, South Bend, Ind.

A. J. F.

Schinasi Brothers Secure Permanent Injunction

JUDGE GIEGERICH, in a sweeping judgment in the New York Supreme Court, recently handed down a decision in the suit of Schinasi Brothers against A. Schinasi & Brothers, Inc., making the temporary injunction which was secured by the plaintiffs last year permanent.

A. Schinasi & Brothers, Inc., incorporated last July and began the manufacture of "A. Schinasi & Brothers Natural Aromatic" cigarettes. Judge Giegerich in his decision termed this a scheme designed to deceive the public and gave Schinasi Brothers, makers of "Natural" cigarettes, a permanent injunction, forever restraining the defendant concern from using its title of A. Schinasi & Brothers, Inc., and the name Schinasi in connection with the manufacture and sale of cigarettes, and from using the word "Natural" in connection with the sale and manufacture of cigarettes.

B. F. Alexander Caught at Last

B. F. Alexander, the genial American representative for the clear Havana factories of Fernandez Y. Garcia and successors to Juan Lopez, was seen but little around his office at 208 Broadway during the past week, owing to the peremptory call for jury duty in Brooklyn Borough, where he lives. During the past few months Mr. Alexander has been called three times on the jury, but escaped on two previous occasions owing to absence from the city. He says that business on their lines has been quite up to his expectations, despite the wails heard in other directions.

Catena Cigar Company Incorporates

During the past week articles of incorporation were filed at Albany by C. F. Zenker for a corporation to be known as the Catena Cigar Company, whose headquarters are at 351 East Eighty-fourth Street, Manhattan. Mr. Zenker has been in business for a number of years at the above address and has traded under the new corporation's name, and states that the present move was merely to put the business in legal shape. Those interested are C. F. Zenker, C. F. Zenker, Jr., and O. Zenker.

Tobacco Treating Company

A new company was incorporated on Thursday last under the name of the Tobacco Treating Company, which has for its object a new method of handling tobacco. The concern starts out with a capital of $20,000 and their offices are located at 200 Fifth Avenue. Those interested in the company are A. C. Buensed, B. T. Burchardi and C. B. Goldsborough.

The Jersey City Tobacco Company was incorporated last week under New Jersey laws with a capital of $10,000. J. Baum, Gertrude Baum and L. Teicher are named as the incorporators.

The United in England

CABLE advices from London, a few days ago, are to the effect that George J. Whelan, president of the United Cigar Stores Company of America, would sail from England on the "Imperator" next Thursday and that previous to his leaving for America a formal announcement might be expected of the completion of the long pending negotiations for the purchase of the Baker chain of stores in Great Britain. Negotiations for this have been conducted by Mr. Whelan personally, assisted by John W. Surbrug, and it was understood that these two will be the only American representatives on the board of the new company which will control the English chain. Others named as interested are the Honorable Herbert Quedella, chairman of the Imperial Foreign Corporation, a most powerful British company; Lord Balfour, of Burleigh, and the Honorable Austen Chamberlain, M. P., son of Joseph Chamberlain. The capital of the new corporation has been fixed at £5,000,000 as a starter, and it is understood that this has been all subscribed.

An unconfirmed rumor states that Mr. Whelan quietly bought out several of the leading English cigarette factories, the products of which will act as feeders for leaders in the stores under the new arrangement. Mr. Whelan has been waiting several weeks for a final consummation of his plans and during that time has been making a cruise on his yacht "Cassandra." As a mark of his belief that there will be no other hitch, he ordered his yacht home to American waters last week.

The name of the new corporation has not yet been announced.

Macy & Co. to Open Cigar Store

Up-to-date in every respect will be the cigar store at the corner of Thirty-fifth Street and Broadway, which is to be opened in a short time by R. H. Macy & Company. The large window fronting on Broadway, and right beside the entrance at the corner of the building, is to be used for display purposes, and will feature prominently all things necessary in the cigar and tobacco lines. The remodelling of the store is to begin at once, all the plans for the same having been completed.

Frank B. Elliott to Represent A. Santaella y Ca.

Friends in the trade of Frank B. Elliott, who represented the Surbrug Company for a number of years, are being notified that, commencing Monday, June 15th, Mr. Elliott will represent the line of A. Santaella y Ca., he having severed his connection with the first-named company. That Mr. Elliott will be successful in his new line goes without saying, if his former reputation is to be a criterion.

Accompanying Samuel Fisher, of Storm, Fisher & Company, New York, who left New York recently for an extended trip to the Middle West, was a magnificent sample case showing in several sizes and shapes the leading brands of the company, "Senor Pancho" and "La Soneda." Needless to say, Mr. Fisher will not overlook any opportunity which will enable him to further increase the sales on his company's leaders.

New Jobbing House for Salt Lake City

JACK G. WHITAKER, a salesman for Celestino, Vega & Company, and Don R. Lewis, a well known cigar man, announce that on July 1st they will open a cigar jobbing house in Salt Lake City. They will occupy quarters on Lower Main Street in the Felt Building.

Mr. Lewis is widely known in the state, having been in the cigar jobbing trade in that territory since 1907.

Mr. Whitaker has been a salesman in Salt Lake City and other cities for a number of years.

The firm will carry a number of well known and popular brands and will install a cigar humidor that will be up-to-the-minute in every respect.

The firm will be known as Lewis & Whitaker and will shortly be incorporated.

Jobbers' Jottings

Primakow & Company, Milwaukee, have taken on the "Rotten," manufactured by D. M. Frank & Company.

The "Harvester" cigar, though taken on but a short time ago by the Lowry stand, St. Paul, is doing quite a satisfactory business.

P. C. Knowlton Company, Memphis, Tenn., are among the latest to take on Val M. Antuono's "Duke of Belcourt," which is manufactured in four sizes.

Recently acquired brands of the La Garon Cigar Company Baltimore, are "Cortez," "44," "El Dallo," "San Martin & Leon," "Salome" and "Sanchez & Haya."

E. A. Saunders' Sons Company, Richmond, Va., distributor for the "Cinco" in the greater portion of Virginia, reports that business on the brand is very satisfactory.

A large Turkish cigarette business is done by the W. S. McCoy stand, Richmond, Va., included in their lines being "Pall Mall," "Turkish Trophies," "Hassan," "Mecca," "Murad" and "Melachrino."

The Oregon distribution of "Fifty Six" cigarettes has been taken on by the Blumauer-Frank Drug Company, Portland, Ore. In keeping with this policy, the company have been superintending a number of window displays on the brand throughout local and adjacent territory.

Speaking of their recent campaign on T. J. Dunn & Company's "New Bachelor," H. J. Hoffman, of John Hoffman & Sons, Milwaukee, states that the returns on this brand have exceeded their most sanguine expectations. So tremendous has been the demand that, despite the fact that an order for 100,000 was placed only in May, the company found it necessary to duplicate the order within the past fortnight. Additional campaigns will be inaugurated in a few weeks on "Barrister" and "Little Barrister" cigars.

Dusel, Goodloe & Company Find Business Good

THE well known jobbing house of Dusel, Goodloe & Company, of Philadelphia, report business as good with the orders showing a rapidly growing increase over previous months. The call for better grades of cigars continues to show improvement with better prices prevailing. Under the existing trade conditions the company states that their business is much better than they have expected.

In the clear Havana lines "La Preferencia" has the call with "Principe de Gales" a close second. "La Natoma" and "El Yutan" are also in demand.

Among the domestic brands "El Dallo," "Goodloe," "Cremo," "Reality," "Earl Marshall" and "Fink's Havana Smoker" are moving rapidly.

"Tom Moore" Boomed by Fay Lewis & Brothers

Fay Lewis & Brothers Company, the well-known cigar jobbing house, with headquarters in Milwaukee, Wis., is now out for a record on the "Tom Moore" cigar, made by the United Cigar Manufacturing Company. They have already pushed the sale of the brand in their territory above the 1,000,000 mark and hope that in 1914 it will go beyond 5,000,000.

"Tom Moore" is a ten-cent smoke Havana filled with a seed Havana binder and a Sumatra wrapper. "Little Tom Moore" is a nickel edition of this popular smoke. Fay Lewis & Brothers Company found a market for 9,000,000 of the nickel size in 1913.

"Blackstone" Selling in Louisville

Charles P. Frick, who looks after the cigar department of the Robinson-Pettet Company, Louisville, Ky., is meeting with much success on "Labor's Seal," a five-cent brand recently taken on by him, and on which he is specializing. With each lot of five hundred selling to the retailer at $17.50 a bracelet watch or oak chair is given. During the first week's work on the brand Mr. Frick, assisted by fourteen salesmen working Louisville exclusively, succeeded in placing it in forty stores and stands. Mr. Frick also recently acquired the jobbing rights in this territory for the well known "Blackstone" cigar.

"Rocky Fords" Going Well With Seattle Jobber

Realizing the possibilities for a first rate cigar jobbing business in Tacoma, Wash., S. Lavaroff, a former Seattle jobber, moved from Seattle to Tacoma a little over two years ago, and now ranks among the foremost jobbers of the city. Situated at 706 Pacific Avenue, Mr. Lavaroff has succeeded in building up an immense business on tobaccos and cigarettes and has several salesmen travelling Tacoma and Southwestern Washington territory. Among the recent acquisitions of Mr. Lavaroff in the cigar line is the "Rocky Ford," manufactured by the Union-American Cigar Company, on which brand he is doing a nice business.

The J. G. Cohen Cigar Company, Seattle, Wash., is introducing the "Cado" cigarettes, manufactured by the Cado Company, in local territory, and contemplates an aggressive campaign just so soon as additional stock is received.

Los Angeles

Prosperity Week Brings Good Results—"London Life" Becomes a Leading Cigarette—"Copyright" Cigar is Making Rapid Strides—Many Window Displays on "Don Remo"

LOS ANGELES, CAL., June 5, 1914.

TENS of thousands of Angelenos, young and old alike, engaged yesterday noon in a wild scramble in the downtown streets for ten thousand "Nimble Dollars" distributed as souvenirs of Prosperity Week by officers and members of the Prosperity League. Aside from their desirability as remembrances of one of the most popular movements ever instituted in Los Angeles, the "smile dollars" possess a case value in many retail stores which made them doubly sought after by the throngs. The shining disks of aluminum, of the exact size of a silver dollar, bear on one side "Smile every day. I am for Los Angeles and her industries," and on the other side is: "Prosperity League—Nimble Dollar—Valuable $1—watch the papers." There is to be held a "Prosperity Parade" Saturday, June 13, which promises to be "some" affair.

Los Angeles never before has given such a hearty and unanimous demonstration of the faith of its citizens in the future of the city, and the benefits of Prosperity Week cannot help but be lasting.

The advertising crew of Bondy & Lederer, New York, N. Y., who have been working in Southern California on the "Tom Keene" and "Lawrence Barrett" cigars, are done with their campaign here and will move to the Northwest. W. B. Patillo has left for Portland, Ore., and John P. Sweeney for Seattle, Wash. Homer Gladstone, factory salesman for Bondy & Lederer, has also removed to the Northwest, alternating between Seattle and Portland.

H. H. Snyder, at 330 W. Fiftieth Street, has been working with "Tony" Schwamm of the P. Lorillard Co., on "London Life" cigarettes, and has shown a record-breaking sale of this popular brand of cigarette on his kite-shape trip.

The Max Roth Cigar Company has just closed a lease through the leasing department of the W. Ross Campbell Company, assisted by the Fowler Company, for the entire ground floor and basement of the Chapman Building, at 546-48 South Los Angeles Street, for a term of five years. The Chapman Building is a new six-story reinforced concrete fireproof loft building and is an excellent location for any such house as the Max Roth Cigar Company.

Two United States immigration men from this city in the launch "Gray" are patrolling the water to the south of San Diego in the hope of capturing smugglers of opium. This illicit traffic is flourishing since the market price of $40 for a five-tael tin has been in vogue. Japanese fishermen operating between here and Ensenada are suspected of bringing in large quantities of the contraband.

Anthony Schwamm, representing the P. Lorillard Company, has been waging a very telling campaign on ten-cent "Stag" tobacco in San Diego, where he had his entire crew. Reports from that point indicate that this brand has swept the market. A beautiful "September Morn" scarf pin was offered with every ten-cent tin and this deal took very effectively.

"London Life" cigarettes have, in a very short time, become the leading ten-cent cigarette in Southern California. The jobbers have been unable to keep their orders filled, so great has been the demand.

Two Japanese battleships visited Los Angeles harbor this week and upon their decks could be found old-style cigarette machines, for the purpose of making cigarettes for the sailors of the ships. The tobacco is of a very inferior Japanese grade and hardly fit to smoke. It is quite noticeable how the sailors bought our American-made cigarettes ashore. At a banquet to the officers of the visiting fleet, "London Life" cigarettes were served, due to the enterprise of Mr. Anthony Schwamm, of the P. Lorillard Company. The latter was invited to visit Admiral Kuroi, of the ship "Asama." "Tony" did not fail to make a speech to the little brown visitors and of course "London Life" cigarettes was the chief topic of his eloquent remarks.

The Klingenstein Company have some elegant window displays of "Duke of York" cigarettes about the city.

C. W. McCormick is here calling on the Klingenstein Company.

Arthur Levy opened up a cigar store at 743 South Spring Street in front of Levy's Cafe, which is the finest in the city. Mr. Levy will feature the Klingenstein Company's cigars and Surbrug's cigarettes.

"Trade Mark," a five-cent cigar, is proving a huge success with the Klingenstein Company. This cigar is manufactured by S. Fernandez y Company, of Tampa, Fla.

Mr. Whitney and Mr. Goldring, the former representing the Surbrug line of cigarettes here, the latter with the Klingenstein Company, are making a trip over the kite-shape track pushing "Milo" yellow label cigarettes. They are making this trip in a beautiful Studebaker car.

Louis Erdt, representing the Tobacco Produce Association of San Francisco, Cal., has been visiting in Los Angeles this week. He has devoted his time to dispensing "Melachrino" and "Milo" yellow label cigarettes and has met with much success.

"Banderos," manufactured by the Jose Lovera Company, of New York, N. Y., have surely met the consumer squarely. Haas-Baruch & Company, local distributors of this seller, and seller it is, report that the factory must hurry up from now on and make shipments in large numbers to catch up with back orders remaining unfilled.

The "House of Quality" have added one more store to their already long string and the total number of these is eleven. The new store will be in the new Merchants' National Bank Building, at Sixth and Spring Streets, in the heart of the business district. These stores purchase only those brands handled by the Klingenstein Company of this city. They are showing displays of "Cinco," "American" and "Webster" cigars at the present time. The string of stores are under the able supervision of Mr. Pickett, general manager of the stores.

"Ike" Wentworth, Pacific Coast representative for the Jose Lovera Company, is at the present time in San Francisco, but is expected home in a few days.

The "Copyright" five-cent cigar, distributed by Woodward-Jones-Johnson, of this city (Luckett, Luchs & Lipscomb, of Philadelphia, manufacturers), has already proven its true worth. Mr. Jones, of the above firm, tells me that the way the cigar is moving, there bids fair to be a panic in the factory when orders are coming full blast. They haven't started to come in, says Mr. Jones, but he smiles when he says this.

Angelo Mussatti is off for the Arizona territory to push "Reynaldo," "Piquant," "Navegar" and others of his lines. He expects to be gone about three weeks on this trip. Mr. Boggio, the junior partner of the firm of Mussatti-Boggio Cigar Company, of this city, will take charge of this territory. Great strides have been made by this young house and success is theirs.

Ed Marshall, Pacific Coast representative for Sig. C. Mayer and Cressman, of Philadelphia, has just returned from Manila. He will leave for the Eastern factories which he represents and after a ninety-day stay at that point will return to Los Angeles.

A. Santaella made a flying trip to this city for the purpose of placing with his Los Angeles distributor, Klauber-Wangenheim Company, the new "Centropolis" cigar, manufactured by the A. Santaella y Company. Klauber-Wangenheim Company expect the first shipment of these cigars about September 1st of this year. At that time Mr. I. I. "Optimo" Hess, Coast representative for A. Santaella y Company, will call on the trade and preach "Centropolis" cigars.

M. A. Newmark & Company report "Don Remo" cigars as moving most satisfactorily. Many elegant window displays of the cigar may be seen at this time.

ALKALI.

Worcester Cigar Store Changes Owners

The cigar store and newsroom in Main and Downing Streets, Worcester, Mass., formerly owned by J. T. Carroll, has been sold to E. J. Brissett & Company. The new owners plan to enlarge the stock, and to make many improvements in the store. It will be managed by Eugene J. Brissette, formerly connected with the Le Vasseur pharmacy in Washington Square.

Associated with Mr. Brissette as partners are Alexander J. Ross and Walter E. Corkum.

Fire Destroys Lagrange Cigar Factory

Fire recently gutted the cigar factory of Joseph Ubesso, at Lagrange, Ga., with a loss of $1500. There was very little insurance.

The blaze is thought to have originated in the rear of the building. There was a total loss of the furniture and equipment and leaf material and cigars. The building, however, was not entirely destroyed.

Stahl & Odor Open Cigar Factory

Stahl & Odor, of Carthage, Mo., have recently opened a cigar factory in that city. O. Stahl comes from Springfield, Ill., where he resigned a partnership to join with J. W. Odor. Mr. Odor also comes from Springfield. Mr. Odor will act as traveling representative. "Essando" is the name of their leading cigar and it promises to win many friends for the new firm. The cigar factory will be one of the best equipped in the city.

Tobe Harris

Tobe Harris, the well known Los Angeles cigar dealer, located at Second and Spring Streets, has been coaxed into politics again by his friends. This time they have got him down on the Republican ticket to run for the office of County Supervisor. The cigar men of Los Angeles are deeply interested in Mr. Harris being elected and from all indications he is going to land.

L. M. Crutchfield & Company's Tobacco Factory Burned

Fire recently destroyed the large tobacco factory of L. M. Crutchfield & Company, at Cadiz, Ky., with a total loss of about $10,500. The building and the tobacco contained therein was only partially insured. The factory contained between 85,000 and 100,000 pounds of tobacco. The fire started in the middle of the factory, but its cause cannot be explained as the only fire about the factory was in the boiler used for steaming.

Arthur Cockerton Opens New Stand

In thorough keeping with the marble fittings of the corridors of the First National Bank Building, Milwaukee, Wis., part of which structure the First National Bank recently tenanted, are the mahogany cases and appointments of the new cigar stand of Arthur Cockerton, which occupies the space east of the centre stairway, while to the west is conducted a stand devoted to the sale of newspapers and magazines, also the property of Mr. Cockerton. John Kurth, for eighteen years with the George Allanson Company and formerly with the Empire Cafe, is in charge of the cigar stand, which has for its leaders the "Principe de America" and "Handspun," these two brands having been the leaders in the stand in the Public Service Building, also controlled by Mr. Cockerton. In addition to the foregoing are shown "La Verdad," "First Consul," "San Felice," "Cinco," "Tom Keene," "El Rio-Tan," "Alcazar," "Harvester," "La Venga," "Mi Lola," "Little Tom," "Tom Moore," "Masterpiece," "R. B." and "Equity."

Leaf Tobacco Board's Outing

MORE than one hundred members, friends and guests of the Leaf Tobacco Board of Trade of the City of New York were entertained at a shore dinner which was held at Reisenweber's Casino, Brighton Beach, last Wednesday evening. The function was under the direction of a committee of arrangements and the details of the entertainment were arranged by Messrs. Joseph F. Cullman, Jr., and Moritz Neuberger.

A special boat, "The Isabel," was moored at the foot of Wall Street at three o'clock on Wednesday afternoon and after the crowd had all embarked she headed for Coney Island. On the trip down light refreshments were provided and a trio of negro musicians furnished the music to help everybody get into the proper spirit. On arrival at Brighton Beach, announcement was made by Mr. Cullman that such members of the party as desired a bath would find bathrooms reserved at Brighton Beach Casino, and many took advantage of this opportunity to get a dip before sitting down to dinner at 6.30 P. M.

The dinner itself was spread on the second floor balcony of the Casino, overlooking the ocean, and presided over by Joseph Mendelsohn, the president of the Board of Trade. It is needless to state that the dinner was a most excellent one in every respect, including all the choicest delicacies in sea foods. The merriment kept up for three or four hours. There were no set speeches made, but various prominent members of the trade attempted to make a few remarks, which were promptly interrupted from all quarters either by cat-calls or a shower of rolls and olives—this aside from a neat little speech of welcome from the president. The only successful after-dinner orator, however, was John H. Duys, who without being announced, arose to his feet and launched into a splendid oration in Holland Dutch. He was in excellent voice and the crowd was so stupified that they kept quiet for almost three minutes. He was forced to retire under fire then, like all the rest.

The dinner was a huge success and both members and guests commented with decided pleasure on the fact that no detail for their comfort or happiness had been omitted by the committee on arrangements. One notable feature of this was the fact that the customary hold-up of guests at a banquet by the waiters at the completion of the meal was immediately squelched by Mr. Cullman, when he announced to those present that the waiters had all been adequately "fee'd" by the board, and that friends were especially requested not to give individual tips. KNICKERBOCKER.

Wapello Cigar Company in New Quarters

The Wapello Cigar Company, Wapello, Iowa, has recently moved to its new quarters, where an addition has been made to the force of cigarmakers.

The dealers are stocked with the company's "Telephone," "Cool Smoke" and "Court House" brands, and are making a special price on them during the month of June.

William A. Stickney Cigar Company Opens New Stand

The William A. Stickney Cigar Company has recently opened a new retail establishment in Salt Lake City at 148 Main Street. The fixtures and equipment give an inviting appearance and the store is most modern in every respect.

"First Consul," "Preferencia," "Antonio y Cleopatra," "Principe de Gales" and "Chancellors" are prominently displayed.

G. V. Rinker, a well-known tobacconist of North Yakima, Wash., recently sold his retail store on Yakima Avenue to J. V. Payne. Mr. Rinker retains the cigar store in the Grand Hotel and will devote his entire attention to it.

KEY WEST KLIPS

Spring Season Was Dullest in History—Prospects Good for Unusual Summer Activity—Heavy Orders for Made-in-Bond Goods—E. H. Gato Factory Trying to Catch Up With Orders

KEY WEST, FLA., June 10, 1914.

THE spring season is now about over and will go down in the history of the industry of this city as the dullest ever experienced, caused by a strike at one of our largest factories and the closing down of three others, in order to place their buildings in condition to take advantage of the "made-in-bond" law.

There are good prospects that summer, which is now with us and which is always conceded the dullest period of the year, will be livelier than for many years past. The factory that was on a strike is working with a full force (over 500 cigarmakers and proportionate help in all other departments) in order to catch up with the orders which accumulated during the labor troubles. The two bonded shops are having a large demand for their goods with the government guarantee stamp. Taking everything into consideration, summer this year is going to be a hummer with our cigar factories.

Shipments of cigars made in our bonded factories are being made and are being well received and duplicate orders for these goods are coming to hand at a good rate. While many were of the opinion that the caution label required by the Internal Revenue Law would not be necessary to be placed on cigars made under the new law, it has now been learned that by a recent ruling of the Secretary of the Treasury that manufacturers would have to place a caution notice on each and every box of cigars, also giving the wording for the label. It was also developed that the stamps of both customs and internal revenue should be cancelled by means of a rubber stamp or by perforations showing name of firm, place where factory is located and date of cancellation.

Key West is in the throes of another strike this week. At a meeting of the workmen held at San Carlos Hall it was decided to inaugurate a strike against the price of beef. A joint resolution was offered and unanimously adopted that the workingmen of the city refuse to buy or eat any beef until the price was reduced from 25 cents per pound to the following scale: That choice first cuts of beef be sold for 15 cents per pound; that second and third cuts be sold for 10 and 8 cents. This is a joint strike and is somewhat similar to the strike in Tampa recently against the retail prices of lean, lanky Florida cattle.

An amazing incident occurred at the restaurant that furnishes the cigarmakers of the Havana-American Co. on the morning that the beef strike was inaugurated. When the men, as usual, went to get their breakfast the waiters were ordered to take the meat off the tables, and every one refused to eat beef, replacing same with eggs and frigoles. The proprietor at the close of business for the day found that his stock of beef cooked in the various styles was still on hand and he was forced to give some away. What happened at this place was repeated at all the eating houses which supply factory employees.

Among through passengers recently from Tampa to Havana was Senora Vicente Martinez Ybor, widow of the pioneer cigar manufacturer of Florida and founder of Ybor City, Fla., who was at one time a resident of Key West, where she still has many friends. Mrs. Ybor was accompanied by Mrs. S. M. Ybor, her daughter-in-law. The party was taken for a ride over the city by the Cuban consul, A. D. Carrasco.

Jose M. Lozano, of F. Lozano, Son & Co., was in town for a few hours recently while en route to Havana to make purchases of leaf for his firm's Tampa factory.

Martin Herrera, representing the Vuelta-Abajo Leaf Growers' Association of Cuba, was in town recently calling on the local trade with the object of inducing manufacturers and dealers to make their purchases from first hands; that is, the growers of the section named, thus cutting off the Havana jobbers' profits. Each bale of stock sold by members of this association is guaranteed and has a protective seal which the organization has recently adopted.

Alfred Esberg, Fred Ross and Lawrence B. Gunst, of M. A. Gunst & Co., owners of "La Diligencia" factory of Moreda & Co., were in the city last week visiting the factory and have since left for Tampa. Jaime Pendas, manager of Moreda & Co., is also back at his desk after a short trip to Tampa.

The first cigars made in bond in Key West by the M. Perez Co. were photographed and a number of pictures will be made and distributed to the patrons of the "Pinzon" brand throughout the country. Grouped about these cigars were Hon. Geo. W. Allen, president First National Bank; Wm. R. Porter, Key West Realty Co.; Dr. J. B. Maloney, president Board of Trade; Dr. J. N. Fogarty, Mayor of the city, and Collector of Customs Wm. L. Delaney.

The first box made and packed under the made in bond act in the Mi Favorita Cigar Co.'s factory was forwarded by President A. W. Arnold to Frank Tilford, Park & Tilford, the New York jobbers and owners of the factory, and the second box was presented to Mayor Fogarty.

Juan Esperdy, the local Havana leaf dealer, left this week for Cuba, where he will put in a few days selecting and purchasing leaf.

The big shop of the E. H. Gato Cigar Co. is operating with a full force in each department, trying to reduce the orders which accummulated during the six weeks' strike. Frank C. Hale, the firm's new Middle Western salesman, has been doing some good work in Pennsylvania, but especially in Pittsburgh and Philadelphia, lately. President E. H. Gato, Sr., will arrive in town this week from Cuba and after spending a few days at the factory will leave for New York City. He will be accompanied by Secretary E. H. Gato, Jr., and son Ed., who will enter one of the leading law colleges of the North. The company received 266 bales of leaf from Cuba this week.

Chas. Wolf, of S. Wolf's Sons, left on the Mallory steamship liner on Saturday morning for New York. Mr. Wolf will spend some time in Northern and Western sections in the interest of his house.

At the Ruy Lopez Company's factory business is improving. President John Wardlow had as his guests last week Messrs. M. Sternberger, an ex-banker, and E. Garretson, a writer of note of the North. They were taken on a fishing trip by Mr. Wardlow, one of the famous fishermen of this section, and who also has the distinction of having caught the largest Silver King (Tarpon) ever captured in these waters, and to tell the weight of which would cause the readers to jump to the conclusion that it was a fish story. Those of the trade visiting the city can, however, by calling at the Ruy Lopez Company's office see the proof in the way of trophies, of which Mr. Wardlow has quite a collection. The two gentlemen returned to the North on Saturday.

President A. W. Arnold, of the Mi Favorita Cigar Company, left on Monday for Havana, where he will attend to leaf matters.

Fecundo Arguelles, of Arguelles, Lopez & Brother, passed through the city last week, being en route from Cuba to Tampa.

Alfredo Selgas, of Selgas & Company, the Water Street, New York, leaf importers, was in town recently while en route to the Havana leaf market.

Avelino Cayro, the leaf dealer of Santiago de Cuba, was a visitor to the city last week. He was accompanied by his wife and sons and left on Saturday for New York, where they will spend some time.

Work at the Havana-American Company's factory, owing to an increase in orders, is on the boom. As soon as the documents arrive from Washington giving permission they will start to make their cigars in bond. In response to a request sent out by the president of the Board of Trade that property owners beautify their premises by setting out shade trees and laying out flower gardens and lawns, President A. L. Sylvester, one of the first to answer, says: "Your suggestions are appreciated and you can be assured that on my next visit to Key West, which will probably be in July, I shall give the necessary instructions and hope to improve our factory grounds so that they will be looked upon favorably by you as well as ourselves."

INGLACITA.

Cigar Shipments for Two Weeks Ending June 10th, Via Mallory Steamship Line to New York, Mobile, Galveston and the East and West Coasts of Florida.

	Cases
Martinez-Havana Co., New York	15
United Cigar Stores Co., New York	33
George W. Nichols & Co., New York	30
Lowden & Co., New York	12
E. H. Gato Cigar Co., New York	11
Acker, Merrall & Condit Co., New York, N. Y.	3
Godfrey S. Mahn, New York	2
Ruy Lopez Ca., New York	4
Park & Tilford, New York	9
Metropolitan Cigar Co., New York	5
Austin, Nichols & Co., New York	2
James & Holstrom, New York	2
United Cig. Stores Co., Chicago, Ill.,	13
Jose F. Pujol, Chicago	2
Godfrey S. Mahn, Philadelphia	8
Joseph Way, Philadelphia	3
Dusel, Goodloe & Co., Philadelphia,	2
Duncan & Moorehead, Philadelphia,	2
C. N. Gudknecht, Philadelphia	2
Jenkinson Co., Pittsburgh, Pa.	3
Reymer Bros., Pittsburgh, Pa.	4
Rush-Parker-Martin Co., Duluth	4
F. A. Davis & Sons, Baltimore	3
J. W. Stevens, Albany, N. Y.	3
F. J. O'Hara, Scranton, Pa.	2
S. Bachman & Co., San Francisco	78
S. Bachman & Co., Los Angeles	8
Sam Freund & Co., Waco, Tex.	5
S. Goldstein, Austin, Tex.	2
Platter Tobacco Co., Dallas, Tex.,	2
Cortez Cigar Co., Savannah, Ga.	30
Metropolitan Cig. Co., Denver, Colo.,	7
Capital City Tob. Co., Atlanta, Ga.,	3
Old Dominion Tob. Co., Norfolk	2
Jno. J. Miller & Co., Augusta, Ga.,	3
Oberholtz & Poinsett, Kansas City,	3
Lewiston Merc. Co., Lewist'n, Ida.,	2
Hart Cigar Co., Portland, Ore.	11
F. M. Pauley, Walla Walla, Wash.,	2
Lamar & Rankin Drug Co., Atlanta,	4
Moore & Jones, Nashville, Tenn.	2
Lilly, Dungan & Co., Baltimore	4
L. G. Deschler Co., Indianapolis	5
Myers-Cox Co., Dubuque, Iowa	2
S. Lavroff, Tacoma, Wash.	2
C. B. Lowenson, Butte, Mont.	7
M. A. Gunt & Co., Los Angeles	4
H. Bercovich, San Francisco	2
W. G. Potsdame, Birmingham, Ala.,	2
A. B. Greenwald Cigar Co., Los Angeles, Cal.	4
Fred Barman & Bro., Los Angeles,	2
Phillips-Travick Co., Nashville	2
Oberholtz & Poinsett, Kansas City,	2
U. Koen & Co. New Orleans	2
Valloft & Dreux, New Orleans	2
M. A. Gunst & Co., San Francisco,	2
Simon & Salizstein, Dallas, Tex.	2
Davidson Bros., Houston, Tex.	2
J. Lowenstein & Sons, Houston	2
H. Bercovich, San Francisco	2
Cortez Cigar Co., Savannah, Ga.	15
Leo Abraham & Co., Milwaukee	2
Hart Cigar Co., Portland, Ore.	2
J. C. Payne, North Yakima, Wash.,	2
The Grinsfielder Co., Spokane	2
Bourg & New, Seattle, Wash.	2
R. D. Burnett Cigar Co., Birmingham, Ala.	2
Oppenheimer & Co., Chicago	2
Dees Drug Store, Mayo, Fla.	2
Southwest Cigar Co., Dallas, Tex.,	2
New Orleans-Havana Co., New Orleans, La.	2
Austin, Nichols & Co., New York	2
Havana-American Co., New York	2
M. H. Frost, Asbury Park, N. J.	2
Sam. Henderson Co., Little Rock, Ark.	2
J. P. Vining, Montezuma, N. C.	2

Michael Ibold, the Cincinnati cigar manufacturer, left on June 1st for a trip to Europe. He will be gone several months.

Chicago

Tobacco Trade Considers Conditions Fair—Cigar Manufacturers' Association Want Bonded Ruling Tested—Jobbers Are Organizing Baseball Teams

CHICAGO, ILL., June 11, 1914.

FROM present indications the summer trade in cigars and tobacco is destined to be good, according to local dealers. Business has held up much better than has been expected. Thus far nothing has been seen of the summer lethargy which usually swoops down about this time.

Retailers say that business has been satisfactory during the past two weeks. The jobbers say that orders are being given with fair freedom. The saloon trade has been good, showing a remarkable increase over last month, when a depression existed owing to the fact that it was necessary for the cafe proprietors to part with considerable sums of money for licenses. Manufacturers say that collections are good, with the country dealers taking no more than they can use and paying in a prompt fashion for all they get. Leaf tobacco men say that, considering the season of the year, they have been doing a most satisfactory business.

The past two weeks have not seen any great news happenings in the local trade, although there have been a number of comings and goings of prominent cigar and tobacco men, and other little events which may be of general interest to the reader.

M. Friedman has gone to Cuba to inspect the new Havana crop. He will be gone for several weeks, sailing from Tampa to Havana. Mr. Friedman makes a similar trip every year.

Wm. A. Vorhauer & Company, the new Chicago jobbers, have been having a good run on all the cigars distributed by them. In particular the demand has been strong for "Flor de Bolana," the leader of the company.

G. A. Renaud, secretary of the William F. Monroe Cigar Company, has arrived home from one of his early season fishing trips to the wilds of Northern Wisconsin. Mr. Renaud never makes such an excursion without bringing home a few young whales. His recent trip was no exception to this rule. Last year Mr. Monroe succeeded in capturing a muskelonge of such exceptional size that he had the same stuffed and placed on exhibition in the window of the company. He expects to take another fishing trip later in the season.

H. L. Harris has joined the city selling force of the San Alto Cigar Company. Mr. Harris is a cigar salesman of long experience, having been connected with a number of prominent concerns. He is having remarkable success with the line of the San Alto Company, in spite of the short time he has had to get acquainted.

Nate Hubert, local division manager of the cigar department of the American Tobacco Company, has resigned his position and will go to New York, where he will assist in the organization of the sales force.

A. H. Caro, of Bustillo Brothers & Diaz, has returned home after an extended Western trip. Conditions were not good everywhere he went, but he managed to do a fair business.

"One of the things I notice," said Mr. Caro, "is that the trade seems to be 'spotty.' That is to say, one place is good and the next is bad, for no apparent reason. The crops out West promise fine, and for the most part the people are feeling good as a result."

That all the lambs do not live in New York was demonstrated last week when a man, dressed to resemble a Cuban, marched through the down-town office buildings soliciting trade on "real Havana" cigars at an attractive figure per box. The man talked broken English to perfection and seemed to be the genuine article. Many orders were placed. The goods were delivered and the payments accepted with thanks. Now the man is gone, and the office boys are the only ones who have gained anything by his visit.

Charles H. Knubel, old time cigar man, and during the past few years Pacific Coast representative for a number of firms, was in Chicago last week shaking hands with his many friends in the local trade. For the past few years he has been boosting "Charles the Great," manufactured by Salvador Rodriguez.

The principal store of John A. Dolan, which is located at 115 North Dearborn Street, has been purchased by Charles Dreyfuss and George J. Mannheimer, who were formerly connected with the pipe house of Reiss Brothers & Company. The pipe end of the business will be pushed hard, although the usual amount of attention will be paid to cigars and other lines. A repair department will be installed, as there seems to be a constant demand for one in that section of the city, and it is thought that the same might become a profitable part of the business. The line of Reiss Brothers & Company will be featured.

J. C. George has joined the city sales force of the American Cigar Company. He will work with H. B. Light in handling the brands distributed by the J. & B. Moos Company, with which he was formerly connected. He left the J. & B. Moos Company to go with G. W. Faber, Inc.

The Cigar Manufacturers' Association held a regular meeting last week. The discussion was general, but the matter of most interest was the proposed move to test the validity of the order of the treasury department prescribing a change in the bonded label, according to the method of manufacture. The consensus of opinion on the part of those present seemed to be that such a step should be taken in order to clear the situation and let the factories know where they stand in the matter. Many of those present have an idea that the Supreme Court will declare the measure unconstitutional, on the ground that it is class legislation. A considerable sum of money was subscribed by the local manufacturers to assist in bringing the test. The wedge which opened the matter was a letter from Joseph Mendelsohn, secretary of the National Cigar Leaf Association, who is well known to many of the local manufacturers. In his letter Mr. Mendelsohn gave a clear and comprehensive view of the situation, and urged action on the part of the association.

The Charles Donovan Cigar Company is just now engaged in making a heavy campaign on "Ponce de Leon" cigars, which is one of their leaders and which has become popular throughout most of the entire country.

Howard Cullman, of Cullman Brothers, New York, was a visitor to the city last week. Mr. Cullman was on his way to the tobacco fields of the Northwest on his annual inspection trip.

Baseball is claiming the interest of cigar and tobacco men at this season of the year along with the rest of the country. The J. & B. Moos Company was the first to organize a team. They recently played a game with a team organized among the Best & Russell workers. It is understood that all the other large jobbing and distributing houses will organize teams this year. Industrial baseball, as it may be called, is most popular here in Chicago, and is encouraged by the heads of firms, as it is a mighty fine advertisement to have a winning baseball team with the company's name on the players' uniforms and in the newspapers. Many of the firms furnish uniforms, bats, balls, masks, gloves and all the other supplies necessary to staging the national pastime.

Tom Branyan, of Jose Escalante & Company, is out of the city on his regular early summer trip to the East.

The warm and humid weather which has been a feature of the past two weeks in Chicago has caused much trouble in the factories, owing to stock drawing damp. On one or two days it was almost impossible to work on this account. The best artificial means of keeping stock in condition did not seem to answer.

Many local cigar and tobacco men went down to attend the recent convention of the National Cigar Leaf Tobacco Association. On the whole, however, the city was not represented by as large a delegation as should have been the case.

Robert J. Lytle, jobber in cigars, has opened an office in the loop at 431 South Dearborn Street.

G. W. WHITCOMB.

Hammering on "Tom Keene"

The illustration herewith shows John P. Sweeney, who is on the Pacific Coast representing Bondy & Lederer, putting "Tom Keene" cigar up to the people of Pasadena, Cal.

Yes, John has a hammer in his hand, but he is not a "knocker." John believes in boosting and he spends his working hours in hammering away on "Tom Keene" sales. According to authentic information from the Coast, John is a boss carpenter when it comes to nailing down orders.

Art Stitz, owner of the Irving Smoke Shop, Waterloo, Ia., has purchased the cigar and confection stand in the lobby of the Majestic Theatre. Mr. Stitz will have the shop equipped with up-to-date fixtures and will keep the stand open day and evening. Heretofore it has been open only afternoons and evenings.

TAMPA TIPS

Board of Trade Out for Membership—Cuesta-Rey Exhibits Unique Tobacco Plant—Has Free Baseball; Fan Wants Free Transportation—San Martin & Leon Making in Bond

TAMPA, June 11, 1914.

APROPOS of the campaign now being carried on by the Board of Trade, for the purpose of increasing its membership, Secretary L. P. Dickie, of the Board, states that the efforts of his colleagues are meeting with much encouragment. Recently a second batch of letters were sent out to prospective members, in which was included enlightening literature as to aims of the Board and giving some splendid reasons why prospective members should not delay in joining the organization. Included in the appeals to the men in the cigar trade were duplicates of letters received by the Board during the first two days of June and which were of direct interest to cigar manufacturers. The letters sent are listed as follows:

"Letter No. 1—Wanted the name of the manufacturer of a particular brand of cigars.

"Letter No. 2—Advised they were distributors of Porto Rican cigars, but their trade wanted and demanded good Tampa-made cigars.

"Letter No. 3—Asked for the names of the cigar manufacturers who were making 'made in bond' cigars.

"Letter No. 4—Asked to get the names of manufacturers or wholesale dealers of the high class Tampa-made cigars.

"Letter No. 5—Publisher of the 'Pennsylvania Grit,' a weekly paper with a circulation of 265,000, asked for photos and matter to use in writing a story of the cigar industry of Tampa."

It is needless to say that the information asked from the Board was quickly forthcoming.

Among the recent arrivals in Tampa were M. W. Berriman, of Berriman Bros., accompanied by Mrs. Berriman. Mr. Berriman left the following day for Havana.

John W. Ross, State manager for the Reynolds Tobacco Co., has been putting in a couple of weeks here calling on the trade. Mr. Ross makes his headquarters in Jacksonville.

Among the guests who recently registered at the De Soto was Harry Erlich, of the Erlich Manufacturing Co. Mr. Erlich spent several days here.

Manuel Sanchez, manager of the factory of Berriman Bros., left here last week for Cuba, for the purpose of inspecting the new tobacco crop.

F. C. Lozano left Tampa recently for New York City, where he intends to spend a few weeks, combining pleasure with business.

One of the most unique ads ever seen in Tampa was a "tobacco plant" placed on exhibition a short time since in the Bell Cafe, at the corner of Franklin and Zack Streets, composed of 100 Cuesta-Rey cigars of various sizes and several leafs of pure Havana tobacco. The "plant" was designed by the Knull Floral Co., the work being superintended by Mr. Knull. Several days were spent in tying the cigars in position, it being stated that the task was not the easiest in the world by any means.

Among the more prominent Tampans leaving the city within the past few weeks were Salvador Rodriguez and Mrs. Rodriguez, it being thought the mountain air might prove of benefit to Mr. Rodriguez, who has not been in the best of health lately.

Harry Culbreath is back again in Tampa, having just recently returned from a decidedly successful trip to the Western States in the interests of his firm, V. Guerra, Diaz & Co. Harry's trip extended as far as the Pacific Coast. Harry is said to be one of the youngest and most efficient cigar salesmen travelling from Tampa.

Though Robert Tanksley, salesman for Liggett & Myers Tobacco Co., lives in Jacksonville, and has quite a number of friends in that city, Robert states that he has been enjoying himself immensely during the past week or so, during which time he has been here in the interests of his company.

Friends in the trade will be glad to learn that Joaquin Lopez, one of the prominent cigar manufacturers of Tampa, has been gradually improving from a recent serious attack of illness. Mr. Lopez plans to divorce himself from business cares for a while, and in all probability will spend his recuperative period in Spain.

It is doubtful whether the cigar manufacturers of Tampa will agree with the recent ruling of the august body of the Reformed Presbyterian Church, which ruling is to the effect that the use of tobacco by its members is *per se* sinful.

Not satisfied with having baseball provided free, a certain correspondent of *The Tampa Times*, feels that there are some other things which might help make the game more interesting. We quote his letter to our local organ:

"Velvet Joe" Talks to the "Boys"

"Velvet Joe," who has already become as well known in the home as "Sunny Jim," despite the fact that the former is speaking for a product which appeals only to the masculine members of the house, has recently taken a turn sending a line to the Liggett & Myers "boys." "It points a moral and adorns a tale."

Dear Boys:

Once thar was a salesman whose line was fountain pens. He travelled with a neat leather case full of dozens of different sizes, shapes and colors of fountain pens and he had a most wonderful line of talk. He was a "spell binder."

One day he dropped in on old man Jones, the hardest proposition to sell in seven states. Our friend unlimbered his sample case and opened up his heavy artillery. He talked and argued and demonstrated. It was beautiful!

In five minutes old man Jones had surrendered. Friend salesman grabs his order blank.

"How many dozen can I put you down for, Mr. Jones?" he says.

"A dozen of this kind, a dozen of that and that and that," says Jones, still under the spell.

"Fine," says the salesman and pulls out a pencil. Yes, sir; a' ordinary two-for-five pencil.

"Hold on," says Jones. "I guess I don't want any of those pens. You know 'em better than I do, and I see you use a pencil."

When you are selling a man "Velvet" tobacco, do you pass him a cigar or your "Velvet" tin?

You know a bald headed man don't make much of a hit selling hair restorer.

Yours truly,

VELVET JOE.

St. Louis, Mo.,
4241 Folsom Avenue,

The cigar manufacturing firm of Fitzpatrick & Draper are considering plans for a new factory to be located at Kingston, N. Y., according to reports.

"Editor of *The Times*:

"Gentlemen: Having read last Thursday the baseball section of *The Times*, where I saw the beginning of free baseball, owing to the efforts made by several well-known citizens and having read the invitation offered to any person who has to say anything about the baseball to write *The Times* telling of it, I am very honored in writing to you as editor of *The Times*, telling you my own thoughts. I think that the baseball condition cannot be better than it is now. Two things are needed yet for the benefit of those concerned to the baseball; the first is to ask the manufacturers to finish the work at their factories at 2 o'clock. The second is to acquire, to have several motor cars in which to carry freely the people to the baseball grounds.

"I thank you for the insertion of this letter. Wishing to be attended as observer and lover of the free baseball.

Respectfully yours,

Marcial Campo.

Certainly, it would be a splendid idea to provide all the little adjuncts to the game, but we are afraid that our friend will have to be content just at present.

San Martin & Leon have joined the "made in bond" ranks, which now number 17 local factories. They include: Berriman Bros., Jose Lovera & Co., E. Regensburg & Sons, Sanchez & Haya Co., Cuesta, Rey & Co., F. Garcia & Bro., Salvador, Sanchez & Co., Morgan Cigar Co., V. Guerra, Diaz & Co., Perfecto Garcia & Bros., F. Lozano, Son & Co., Salvador Rodriguez, Boltz, Clymer & Co., A. Santaella & Co., Bustillo Bros. & Diaz, Grommes & Elson, Jose Llanza Co.

A. L. Cuesta, Jr., left Tampa recently for his company's headquarters in Cuba, where he plans to spend several weeks. Mr. Cuesta will look after the company's tobacco packings in Havana. A. L. Cuesta, Sr., is seeing to it that both his namesake and his other son, Karl, shall be given a practical training to aid them in carrying on the splendid work of this wonderful house.

PERFECTO.

CLUBDOM SMOKING No. 15

Press Club, Chicago

(This is the fifteenth of a series of sketches of the leading social clubs of the United States, paying particular attention to the cigar departments, purchasing agents and the favorite brands of each club.)

Articles in this series have appeared on the following clubs:

No. 1—Lambs' Club, New York.
No. 2—Union League, Philadelphia.
No. 3—City Club, Chicago.
No. 4—Olympic Club, San Francisco.
No. 5—The Pittsburgh Athletic Association.
No. 6—The Chicago Athletic Association.
No. 7—The Illinois Athletic Club, Chicago.
No. 8—The Union League Club, Chicago.
No. 9—The Fellowcraft Club, Detroit.
No. 10—University Club, Chicago.
No. 11—Hamilton Club, Chicago.
No. 12—Commercial Club, San Francisco.
No. 13—Chicago Automobile Club.
No. 14—Elks' Club, Los Angeles.

CHICAGO is famous for many things. Frenzied finance, boodling aldermen, alimony-seeking divorcees, and large schooners all fade into insignificance, however, when the magic name of the Press Club is mentioned.

Here is the true Bohemia of Chicago. Here come the men who yield the pen, who shape the thought of the nation through the newspapers. Here come the great and the near-great, especially the near-great. They are near the grate in the library on the fifth floor on long winter evenings, when over drinks and cigars the newspaper boys converse about places in Vienna and Paris as though they were just across Dearborn Street.

"Weaving spiders come not here." Where would you find a better motto for a press club? In no club in the entire city is democracy more supreme than at the Press Club. It does not matter how many dollars a man has salted away. Here he is judged by what he is. Here is but one aristocracy and that is the aristocracy of the mind.

The Press Club of Chicago occupies a nine-story and basement building at 26 North Dearborn Street. The building is not modern in every sense of the word, but a relic of one of the former eras of architecture.

The first floor is devoted to the main offices of the club, and the barber shop. The barber shop has never been much of a success, as newspaper men are too busy to pay much attention to tonsorial adornment. The second floor of the building is not occupied by the club, but is given over to the Chicago Real Estate Board, which pays a rental. The third floor is devoted to cards and drinking. Here also are the store rooms of the club and sofas which can be used for slumber when necessary. The fourth floor is devoted to drinking and lounging, as well as pool and billiards. The fifth floor is taken by the library, which is one of the finest of the kind to be found in the entire city. Here also are dining-rooms for ladies in which drinks are served. The sixth floor is almost entirely taken up by the main dining-room, where all the entertainments, including the stags which have become famous all over the country, are held. Steins adorn the walls, and drinks are served at any hour of the day or night. The seventh floor is devoted to a dormitory for the members whose work obliges them to remain near to the down-town district. On the eight floor are additional rooms. The ninth floor is the attic where many of the relics of bygone days are stored.

The membership of the Press Club of Chicago is large, and includes some of the most famous literary men in the country. In his day Eugene Field was one of the shining lights of the organization. Mark Twain was instrumental in founding the club in the early eighties, although he was never prominent in the activities. Perhaps the most famous living member of the club is Opie Reed, the writer of Arkansas stories, whose novels are known from one end of the country to the other.

Now that the reader has an idea of the sort of club under discussion, the smoking proclivities of the members may well be given consideration. As has been said, the membership is large, running into several thousand, and perhaps 90 per cent. of the members smoke. There is something about the strain of newspaper work which causes the newspaper man to make a companion of tobacco in some form or other. Then, too, the enormous quantities of liquor consumed by the members of the club helps the cigar trade to a large extent. The members, with their pockets filled with cigars, lean carelessly against the brass railing, break all their smokes and then buy more before leaving for home. "Mose", the colored bartender, who is regarded by the members as "a student of human nature," declares that the number of cigars smoked by the members of the club is almost beyond belief. The one and only cigar case in the club is a large one located on the fourth floor within a few paces of the bar. The bar itself is the main attraction of the club, and was given to the organization by a prominent brewery on condition that they would sell their beer for a limited period. Most of the activities of the club revolve around the bar, and the fourth floor rear is a lively place at any hour of the day or night. About two o'clock in the morning in come the boys who work on the morning newspapers of the city. They are tired with the grind. They gather around the bar, drinking and smoking. Not alone cigars, but cigarettes as well, are consumed in large number by the members.

The leading brand of the club is "Press Club of Chicago," which is made in about a dozen sizes. The name is also applied to the private brand cigarettes. The members are most loyal to the organization, and for that reason more private brand goods are smoked than outside brands. The case is filled with high-grade imported and domestic cigars, including "Partagas," "Ben Bey," "Dean's Havanas," "Lucius," "General Shields," "Henry the Fourth" and the other leading brands.

Dr. W. Frederick Nutt, as he signs himself, is in charge of the department. He is a man of keen insight into the possibilities of a business proposition, and he makes the most of such opportunities as come his way. The Press Club of Chicago is not rich. The club is heavily in debt at the present time, having borrowed $80,000 only the other day. But as was once said, "The characteristics of the average individual are the characteristics of the entire human race." Newspaper men are thriftless. They make but little money, and they spend the same as fast as they can. Then, too, there are greater treasures than mere material wealth, and of such the Press Club of Chicago is well supplied. As Roger Mullen, the Chicago politician, once said on visiting the tomb of Wordsworth, "Here sleeps genius."

Detroit

Small Factories Are Getting Busy—Wayne Cigar Company Flooded With Orders—Watson Company to Push "Cado" Cigarettes—Sales on "Robert Burns" Show Increase

DETROIT, MICH., June 9, 1914.

ONE of the best ways of telling whether the cigar manufacturing business is good is whether or not cigarmakers are scarce or plentiful, and we are glad to say that since the first of June there has not been many on the market, which means that most of them have employment and that the manufacturing business is very good. The "San Telmo," "Lillies," "Wayne," "Banner," "Superior" and "Mazer" factories all report business to be increasing and are looking for a good summer trade. Of the smaller factories here, there are a few who also say business is improving with the cigars which they manufacture: Charles F. Boldt, at 1000 Michigan Avenue, makes the "M. A. A." cigar, selling at ten cents; it is a Connecticut broad leaf binder over all Havana filler, with Sumatra wrapper; Mr. Boldt also turns out a cigar called "Money Order" that sells at five cents. The City of the States Cigar Manufacturing Company, at Frederick and Grandy Streets, make two good selling five-cent propositions, "Queen of the States" and "Captain Joe." The Howarn Cigar Manufacturing Company, 1157 Michigan Avenue, makes the "El Karo," a broadleaf clear Havana with Sumatra wrapper, in four sizes, at ten cents; "Old Club" is another similar made cigar for ten cents, while the best nickel proposition is "Howarn's Dividend." The Judge Durand Cigar Company, 716 Chene Street, make the "Judge Durand," which is featured very strongly by the Harry W. Watson Company at all of their retail stands. The Revere Cigar Manufacturing Company, 466 St. Aubin Avenue, which has only been in business since last September, reports a very unusual business on "Paul Revere" at five cents, and the "Moebs Special," which sells at ten cents. The Eminent Cigar Company, at 267 East Canfield Avenue, make four five-cent brands and three ten-cent brands—"Detroit Ribbon," "Our Governor," "The Pusher" and "Ribbon Tip" at five, and "El Detro," "El Susaro" and "La Mantanza" at ten, all union made. The Northwest Cigar Manufacturing Company, at Gratiot and Hastings Streets, make the "Detroit Opera" at five cents and "De Vasto," Havana filled, at ten cents. The Al Monte cigar manufacturing plant, at 200 Mitchell Avenue, turns out "Face Value" at five cents, "John Jay" at five cents and "Rozane" at ten. Bernard Schwartz, at 258 Napoleon, makes the "R. G. Dun" at ten cents, which is also being pushed hard by the Harry W. Watson Company.

Among those who deal in leaf tobacco in Detroit are: R. C. Berger, 247 Jefferson Avenue; A. Blumlein & Company, 160 Jefferson Avenue; E. Rosenwald & Brother, 507 Elks Temple; F. & E. Cranz, Sun Building; Buehler Leaf Tobacco Company, 77 Jefferson Avenue; A. A. Huperz, 232 Michigan Avenue; Louis Peters & Company, 219 Jefferson Avenue; Fred Rosenfield, 45 Jefferson Avenue; Alfred Rothschild, 55 Wayne Street, and Van Vliet Brothers, 150 St. Antoine Street.

The leading tobacco manufacturers are: John J. Bagley & Company, Warren and Dequinder Streets; Detroit Tobacco Company, 701 Warren Avenue; Globe Tobacco Company, Brush and Fort Streets; Ignatz Wolff, 394 Grandy Avenue, and the McKie-Scotten Company, Twelfth and Porter Streets.

During the month of May the office of the internal revenue department for the first district of Michigan gives the following figures:

Cigars,	$71,852.09	23,950,696	cigars
Tobacco,	$228,000.73	2,850,009	pounds
Snuff,	$663.96	8,299	pounds

Charles Spietz, of the Wayne Cigar Company, says that his factory will positively be unable to take on any more accounts until the fall, by which time he hopes to have his plant considerably enlarged so as to employ more cigarmakers. Albert Worch, who is now on the West Coast, is expected home by the fifteenth of June.

Henry Cleenewerck, a member of the firm of Raseman & Cleenewerck, which operates a high-class cigar store on South Burdick Street, Kalamazoo, Mich., has disposed of his interest to his brother, Dis Cleenewerck. The firm name will be unchanged. Mott Daniels and Louis Raseman will conduct the store.

L. J. Deming has opened a cigar store in the Eoff Block, Lapeer, Mich., and will handle confectionery in connection with the same.

In connection with "Made-in-Menominee" week held last week in Menominee, Mich., the Fisher Box Company, manufacturers of cigar boxes, had a very interesting display of their product.

Morris H. Treusch, aged fifty-nine, and who for many years conducted a cigar factory at Monroe and Ionia Avenues, N. W., Grand Rapids, Mich., passed away on June 1st. A widow, one daughter and two sons survive him.

Sam Scheidt succeeds Cyrus Merrill in the cigar and restaurant business at Lansing, Mich. The store is at Turner and Franklin Streets.

Edgar E. Pitts, chief clerk at the Library Park Hotel, Detroit, left June 1st for Los Angeles, where he went as a Detroit delegate to the National Greeters' Convention, which comprises the clerks of hotels. Mr. Pitts is well known among the cigar men, as in addition to his duties at the Library Park as clerk he also attends to the cigar department.

Workmen have completed the work of redecorating the ceiling and side walls of the Post Tavern Cigar Store at Battle Creek, Mich. The paintings and other beautiful decorations of the cigar store were taken down while new fixtures were installed for the cigars. The Tavern now has one of the prettiest cigar stores in the state.

A. S. Hoag, who conducts a cigar store in the Valentine Building, has been granted the cigar privileges at the Hotel Madison, corner of Madison and Ontario Streets, Toledo, O.

Bert Johnson, who owns the cigar stand at the G. & R. McMillan store in Detroit, has issued a very attractive advertising card, 9 by 6 inches in size. It is in two colors, orange and black, and shows a crowded section at a ball game. In the lower right-hand corner is a caricature of Mr. Johnson in a baseball suit, holding a cigar as if ready to bat the ball. In the upper left-hand corner it reads "Bert Johnson—now Walter." Hundreds of these cards have been mailed to friends and prospective customers.

The Harry W. Watson Company, wholesalers and retailers, make the following announcements: They have purchased the cigar stand at the Hotel Burdick in Kalamazoo, Mich., and will also push the new fifteen-cent size package of "Cado" cigarettes at all of their stores and stands, which number about nineteen, including those in Detroit, Flint, Kalamazoo and Lansing. At the last salesmen's meeting of the Watson force the guest of the event was Victor Thorsch, of the T. J. Dunn Company, manufacturers of the "New Bachelor" cigar.

The Lillies Cigar Company have landed an order for a million "La Azora" cigars from an Eastern grocery company, which will feature this brand among its trade. It is reputed to be the largest single order ever given. The deal was made through Sam T. Goldberg, president of the Lillies Cigar Company, while East a few weeks ago.

Al Korn, of S. H. Furgatch & Company; Marcelina Perez, of Marcelina Perez & Company; Frank Rowland, of Lopez Hermanos Company; Ed Klein, of John W. Merriam Company, and H. Anton Bock were among the leading cigar salesmen through here recently.

Of the leaf tobacco men were: Billy Levison, Milton Samuels, Sandford Goldberg, Jack Jacoby, Howard Kinney, Harry Nathan and Jules Marquezee.

E. Rosenwald & Brother have established permanent offices in Detroit at 507 Elks Temple Building, which is in charge of Alfred W. Penner, who formerly traveled this territory, making his home in Philadelphia.

Bert Johnson will take in the Board of Commerce boat cruise to Duluth, which starts on the eighteenth of June and lasts until the twenty-second.

Leander Harris, of E. M. Harris & Company, Detroit, is very busy these days getting new ideas and planning his new store, which will be in the Whitney Arcade. It is going to surpass anything in Detroit if Mr. Harris' plans are carried out.

M. A. LaFond & Company have been giving away free of charge a large picture in colors with every purchase of one dollar or over as a stimulant to trade.

The sale of the "Robert Burns" cigar is holding up and in fact increasing every day, according to the Waldorf-Astoria Segar Store at Jefferson and Woodward Avenues, which is owned by Best & Russell.

Whew! but this has been a hot week; temperature going as high as 100. Fortunately there is an occasional cool breeze off the Detroit River. Funny how the warm weather always increases the sale of cigarettes.

AL U. THORNBURG.

Deterioration in Crimean Tobacco

According to a recent report from Consul John H. Grout, at Odessa, Russia, some of the best varieties of Crimean tobacco have deteriorated. He says:

"Some good varieties of tobacco are produced in the Crimea; but exhaustion of the soil and insufficiency of manure are causing both a reduction and a deterioration in the crop. Mineral fertilizers are being tried but have not yet had time to show their respective values. It is stated that results from these fertilizers will remain small unless there is at the same time abundant irrigation. Some of the best varieties of Crimean tobacco have degenerated and are being replaced by fresh varieties from Turkey. Russian cigarette tobacco has lately found favor in the United States, although in 1913 there was a falling off in shipments."

New Firm Buys Stand in Billings

J. W. Hartman and Fred Polhemus, of Billings, Mont., have recently purchased the cigar store of Roloff & Carroll, at 14 Broadway, and will conduct it under the firm name of Polhemus & Hartman. Both men are new in Billings, Mr. Polhemus having come from Wyoming, having lived at Cheyenne and in the Big Horn basin. Mr. Hartman is on leave of absence from New York, where he has been employed as assistant passenger yardmaster by the Pennsylvania Railroad.

NEW ANTI-SMOKING ORDINANCE FOR ZION CITY

Liable to Fine if Smoke Goes Within Three Feet of Face of Any Person—Can't Even Empty Pipe or Throw Away Butts—Against Law to Smoke in Any Public Building

VOLIVA, czar of Zion City, has had a new anti-smoking law passed providing a fine for any person who gives forth smoke which subsequently comes within three feet of the face of any person.

Unless smokers are able to control the smoke which leaves their mouths or nostrils in Zion City, they are apt to find smoking expensive. Most of the people do not smoke in Zion. Those who do have studied the air currents closely.

The new ordinance is a drastic one and contains twenty-three sections.

Section 1 prohibits the use of tobacco in any public conveyance, such as a bus, hack, or any vehicle carrying passengers. Section 2 declares it unlawful to smoke tobacco in a lighted pipe, cigar or cigarette, in any hotel, lodging house, rooming house, depot, restaurant, post office, or any other building frequented by the public. The other sections prohibit the use of tobacco, in crowds, in stables, barns, etc., near oils, in lumber yards. That it is unlawful for a smoker to stand less than three of any wooden buildings, within the City of Zion.

Section 9 declares it a public nuisance for any person to throw, drop, or in any way deposit on any public sidewalk, or on the floor or entrance to any public place, any tobacco from the mouth, or the contents of any previously lighted pipe, or the stub of any cigar or cigarette that has previously been lighted, or used in the mouth of any person.

Section 12 says it shall constitute a public nuisance for any person to blow the smoke from any lighted cigar, cigarette, or pipe, in the face of any person, and within a distance or three feet of the face of any person. Sections 15 and 16 warn smokers not to loaf near public buildings, and prohibit the use of tobacco anywhere within the City of Zion by any person under the age of twenty-one. That persons are not allowed to sell, give or buy for, or in any way furnish tobacco in any form to minors.

Section 19 declares that a violation of any of the provisions in the ordinance is declared a public nuisance, that the continuation of the same is declared to be a continuing nuisance, and that offenders are hereby declared to be guilty of continuing a public nuisance.

The penalty for violation of the above ordinance, or any of its sections is fixed at $10, or not more than $50 for each offense.

Blind Tobacconist Candidate for Illinois Legislature

George Liggett, the blind tobacconist of Quincy, Ill., has authorized the press to announce his candidacy for the state legislature, subject to the decision of the state primaries to be held September 9th.

Mr. Liggett was a candidate for the position two years ago and was defeated by only a slight margin. While Mr. Liggett is blind, his knowledge of the law is said to be unusual, and it is the opinion of many that he will capture the nomination and win this time.

Drawback on Tobacco

A decree of the Khedive of Egypt dated March 28, 1914, provides for a drawback on tobacco exported in the form of cigarettes, at the rate of £E. 0.125 per kilo ($0.28 per pound), in place of £E. 0.100 per kilo ($0.22 per pound), of tobacco contained in the cigarettes.

"LEAF GROWN IN THE VUELTA ABAJO DISTRICT" ON SEAL TO PREVENT CUBAN LEAF FRAUDS

New Co-operative Association to Market District's Leaf—Expected to Correct Many Abuses—Cuban Law to Protect Stamp to Guarantee Origin of Leaf

TAMPA, FLA., June 10, 1914.

THE latest thing in Cuba is an organization to guarantee the origin of leaf tobacco. If the plans work out properly, hereafter you will get Vuelta Abajo when you pay Vuelta Abajo prices, or somebody will go to jail for fraud.

Martin Herrera, of Havana, is in this city in the interests of such an organization of the growers of the Vuelta Abajo district. If the organization succeeds it is anticipated that it will make many important reforms in the distribution of the products of the district.

The organization, says Mr. Herrera, is a co-operative one to attend to the marketing of the leaf of the Vuelta Abajo district, and its membership now includes more than two hundred growers. This association also controls the marketing of more than 50 per cent. of the leaf sold from the Vuelta Abajo district, and its power is steadily increasing.

Heretofore abuses have grown up over claims of tobacco growers living outside of the district that their tobacco was entitled to be known as Vuelta Abajo. This claim has been disputed and there has been considerable contention, while much tobacco that was not really Vuelta Abajo has been put out as such, to the detriment of growers handling the real article.

All this it is expected will be stopped by the new organization. The association has adopted a stamp which is protected under the laws of Cuba which will be used on all of their tobacco by which buyers will be able to know that they are getting the real thing and not an imitation.

The stamp will show the name of the grower, the city near which he lives, the total number of bales he grows and will be signed by the alcalde of his district so that it will bear the stamp of authenticity. Bales of tobacco that are not able to show the stamp of the association will thus find it necessary to prove just where they hail from in order to make good claims to Vuelta Abajo quality.

Mr. Herrera is well known in this city. He had much to do with the removal of many factories from Key West to West Tampa and has lived in Tampa at various periods. He is a grower himself. He had not been here in more than ten years and was greatly surprised at the growth of the city. With Cuban Consul Ybor he called on the mayor and many business men today. He will be here for several days and expects to name a representative of the organization before he returns.

PERFECTO.

To Cut Down Time to Manila

Announcement has been made that the Canadian Pacific Railway will extend its steamship service to the Philippines and that the "Empress of Russia" will make Manila a port of call beginning June 15, 1914. The fastest schedule hitherto from American ports to Manila has been twenty-eight days, which the Canadian Pacific with its fast boats from Vancouver will cut down to seventeen days. This service has been inaugurated to bring Canada into closer commercial relations with the important Philippine markets.

The Cuban Market

From Our Exclusive Bureau

Havana, Cuba.

HAVANA, June 8, 1914.

RECEIPTS from the country are still small, as the leaf is still undergoing the fermentation in the piles, and also on account of too high figures asked by the vegueros. This year our leaf dealers and packers are taking matters very quietly, as business in the United States is not active, and most of those manufacturers have enough stocks on hand. The only noteworthy exception is to be found in the call for Partido wrappers, as they are not plentiful this year, particularly the kinds free from spots, and for this reason our packers are at work to satisfy this demand. However, the latter are principally paying attention only to the bundles of wrappers, and leaving the bundles of fillers on the hands of the vegueros, at least for the present. As there will be enough Vuelta Abajo fillers, which naturally have the preference over the Partido styles, the latter ought to be very low in price to find takers. It is too early to say much about the Remedios crop, as we ought to wait until the leaf has emerged from the fermentation in the piles, although we have heard it said that there will be plenty of manchado styles, as well as pole sweated leaf, that might only be fit for export at low figures.

Our leaf market has been rather quiet during the past two weeks, as there were only very few Northern buyers in town, although the low prices have attracted the attention of a few commission merchants, who have operated for their clients in the heavy styles of Remedios, Semi Vuelta and Vuelta Abajo. Some Partido resagos of the new crop have readily found buyers at good figures, being higher in price than last year. Vuelta Abajo, of last and this year's crop, fit for our cigarette manufacturers, were moderately dealt in. Business for Europe was restricted to trial shipments, and the demand for South America did not show any animation so far.

Sales during the two weeks only totaled 4678 bales, or which divided represented: Vuelta Abajo and Semi Vuelta, 2139 bales; Partido, 625, perhaps evenly split up between the old and new crop, and Remedios, 1914 bales.

Buyers were: Americans and commission houses for their account, 2885; exporters to Europe and north coast of Africa, 238; shippers to South America, 414, and our local manufacturers of cigars and cigarettes, 1141 bales.

Exports of leaf tobacco from the port of Havana during the two weeks from May 18 to May 31, 1914, totaled 4271 bales, which were distributed to the following ports, viz.: To all ports of the United States, 3534; to Bremen, 38; to London, England, 8; to Lisbon, 12; to Oran and Algiers, 100; to Buenos Aires, 502; to Montevideo, 52, and to Melbourne, Australia, 25 bales.

Receipts of Leaf Tobacco From the Country.

	From May 15 to May 28, 1914.		Since January 1, 1914.	
Vuelta Abajo	5,231	bales	19,447	bales
Semi Vuelta	568	"	2,059	"
Partido	175	"	686	"
Remedios	1,015	"	9,170	"
Oriente	9	"	879	"
Total	6,998	"	32,241	"

Buyers of Leaf Tobacco That Come and Go.

From New York: Alfredo Selgas, of Selgas & Company, José G. Perez, of M. Rosenberg & Company, and José Maseras, the large tobacco planter of Camajuani.

From Boston: Albert W. Kaffenburgh, of I. Kaffenburgh & Sons: Levi W. Scott, of L. W. Scott & Company.

From Tampa: José Escalante, of José Escalante & Company; Angel L. Cuesta, Jr., of Cuesta, Rey & Company (The Truly Spanish House), and Matt. Berriman, of Berriman Brothers.

Returned—Eustaquio Alonso, the president of the "Por Larrañaga" factory.

Departures—To New York: Mr. and Mrs. S. Ruppin, Alfredo Selgas, Maximilian Stern, Felipe Rodriguez and Antonio Allones.

To Jacksonville: Agustin Solla.
To Philadelphia: Felix Eckerson.
To Newark: Charles Goldberg.
To Bremen: Heinrich Uhmeier.
To Spain: Ramon Cifuentes.
To Tampa: Manuel Garcia.

Cigars.

Business in our cigar factories is always dull during the months of May, June and July, but this year it seems that we are worse off than ever, and the United States above all appears to be as dull, as if there was an acute panic, and they are leading all other countries in the lesser consumption of our cigars, although with a very few exceptions all of our principal consuming countries have materially restricted their importations of our cigars. Further details can be seen by the subjoined figures of our exports of cigars from the port of Havana, and as per our official custom house returns during the month of May and the comparison with last year. These figures speak for themselves and give a graphic illustration of the bad state of affairs in our cigar industry.

Exports from May 1 to May 31, 1913,	13,336,714 cigars
Exports from May 1 to May 31, 1914,	11,994,798 "
Decrease during the month of May, 1914,	1,341,916 "

The following seven countries show decreases in May, 1914, viz.:

United States	1,490,347 cigars
Canada	502,155 "
Argentine Republic	293,825 "
Chile	243,264 "
British West Indies	25,750 "
Uruguay	21,000 "
France	17,275 "

The following seven countries show increases during the same period:

Spain	475,498 cigars
Germany	361,257 "
Australia	135,785 "
Great Britain and Ireland	107,845 "
Canary Islands	87,695 "
Austria	57,017 "
Russia	55,300 "

The total exports during the first five months of this year now compare as follows with the previous year, viz.:

From January 1 to May 31, 1913,	72,693,306 cigars
From January 1 to May 31, 1914,	67,205,646 "
Decrease during the first five months of 1914	5,487,660 "

The decreases by countries during the above period are thus:

United States	3,287,706 cigars
Great Britain and Ireland	2,302,427 "
Chile	926,081 "
Argentine Republic	923,224 "
Canada	910,374 "
Total decreases	8,349,812 "

The increases by countries are shown by four countries:

Spain	2,339,877 cigars
Australia	321,677 "
Germany	291,790 "
France	195,338 "

Notwithstanding the hard times Romeo y Julieta remains at the top of our factories that is working best in these dull times.

Partagas also has received a collection of orders from all parts of the globe, which, although individually calling only for small quantities, nevertheless sum up to a respectable total, so that the factory can continue to work as heretofore.

(Continued on Page 35)

La Corona and Cabañas, of the Henry Clay and Bock & Company, Ltd., are doing well, but the other factories are suffering from the hard times.

Castañeda is working with the same force; in fact, for some special sizes had to seat a few more cigarmakers.

Punch is working strong for the English market.

H. Upmann, Por Larrañaga, Sol, Eden, La Flor de José Otero, Flor del Eunar, La Flor de A. Fernandez Garcia and La Flor de Tomas Gutierrez are all forced to work with reduced forces, owing to the lesser amount of orders on hand.

Leaf Tobacco and Other Notes of Interest.

The firm of Gutierrez & Diehl has been dissolved, as per circular issued last month, from the first of May a. c. Hermann Diehl having withdrawn, the style of the new firm, as a successor to the old one, is: "Miguel Gutierrez e Hijo." The two partners are Miguel Gutierrez, Sr., and Miguel Gutierrez, Jr., and José Velasco has received the power of attorney. The firm continues at 53 Estrella Street.

The firm of Nuñez & Company has changed its style, by the admission to partnership of Hermann Diehl, and henceforth is called "Nuñez, Diehl & Company," the three partners being General Emilio Nuñez, Hermann Diehl and Helmrich Struckmann, and will continue as heretofore at 81 Reina Avenue.

The Bremen firm of Lindewirth, Uhmeier & Spiegel has opened a branch house here at 102 Amistad Street, under the style of W. Armbrecht & Company, and in which Mr. Ernst Horn is actively interested. The latter is well known here through a number of years' residence, as well as in the United States, and the firm will do a general leaf tobacco business, buying in the country and exporting to all markets of the world.

Don Ramon Cifuentes finally sailed on the 24th ulto. by the German steamer "Neckar" for Spain, with the object of bringing back his family to our island.

Leslie Pantin was a buyer of 1453 bales of leaf for account of his customers during the past fortnight.

Gonzalez & Benitez closed several transactions, amounting to 1000 bales of old Vuelta Abajo, Semi Vuelta and Remedios, during the last two weeks.

We learned that Felix Eckerson has purchased around 500 bales of leaf during his stay here.

Don Felipe Rodriguez, who had only recently returned from New York, received a cable from New York on the 30th ulto. that Mrs. Rodriguez had an attack of appendicitis and was to be operated upon. Naturally he left at once by the Key West boat, and arrived at New York on the 1st inst. Fortunately the operation was successful, and as by a cable received from him Mrs. Rodriguez was doing well since the operation.

S. Ruppin stated to us that he came here only to look over his stocks and perhaps to get posted also on the new crop.

Don Eustaquio Alonso, the president of the "Por Larrañaga" factory, stated to us that, while he did not bring many orders along because this was not the time to get orders from the United States, he was nevertheless pleased to have shaken hands with their customers, and that he had received very good impressions about the future.

Albert W. Kaffenburgh went at once after his arrival here to the country to post himself about the new crop, and it is said that he has commenced buying in the Santa Clara province.

José G. Perez, a son of Don Marcelino Perez, the well known manufacturer of the "Tuval" brand in New York, has come with the idea of opening a house here for Morris Rosenberg Company, of New York, and will attend to the making of escogidas or buying of leaf from the vegueros.

To illustrate the losses of some of our leaf dealers, we simply beg to cite the following fact, as related by a broker here. The latter offered to a leaf dealer $54 in the month of December last for several vegas, but the seller would not budge from his final figures of $56 per qq. In the month of February the broker made an offer of $48 for the same vegas, and again the seller refused to come down lower than $50, until finally he accepted $45 last month. Figuring the shrinkage in weight, storage, fire insurance and interest on the capital, the broker calculated the loss to the seller of $15 per bale. This shows that not everything that glitters is gold.

Shippers above 200 bales of leaf tobacco exported from the port of Havana as per our official custom house figures during the last two weeks were:

Leslie Pantin	832 bales
Virgilio Suarez	430 "
Sidney Rothschild	359 "
Maximilian Stern	337 "
J. Bernheim & Son	323 "
Bridat & Company	284 "
Diego Montero	242 "
Perez, Capin & Company	220 "
J. F. Bernides & Company	207 "

ORETANIV.

Herman H. Hoffman, prominent in tobacco circles in Cincinnati, has arranged through the Fred A. Schmidt Company for the purchase of the fee of 120 and 122 East Eighth Street, for $35,000. Mr. Hoffman takes the fee subject to a lease held by the principal tenant.

Cincinnati

Factory Orders Are Behind 1913—"Lovera Banderos" Well Displayed—Big Committee to Attend Tobacco Convention

CINCINNATI, O., June 10.

REPORTS from the factories hereabouts indicate that the orders are behind 1913, despite the fact that the local retail trade is showing improvement. The jobbers are quiet.

The showing of the Cincinnati "Reds" has helped the tobacco trade and their position in the first division has helped the attendance, which in turn has brought increased prosperity to retail tobacconists. The vacations are beginning and many men are preparing for that by laying in stores of smoking tobacco, pipes and cigars. This will mean the moving of considerable stock this month.

Michael Ibold, who manufactures cigars at Ninth Street and Central Avenue, has forsaken the city and sailed for Europe to be gone three or four months.

Charles Baswitz, representing the Gonzalez & Sanchez factory, of Jacksonville, Fla., has been in town placing some nice business on "La Flor de Gonzalez & Sanchez," "El Regardo," "La Elegida" and "La Tessina."

"Webster" cigars have been given an impetus by the visit of Mr. Ackerman, representing Y. Pendas & Alvarez, the manufacturers.

The Cincinnati Leaf Tobacco Exchange will have a big representation at the Convention of the Tobacco Association of the United States, which convenes in Louisville, Ky., June 16th and 17th, and in Lexington, Ky., June 18th, 19th and 20th. President Spalding has appointed a committee to report on the members who expect to attend. The following have signified that they will make the trip: W. D. Spalding, R. C. Batte, D. P. Boone, F. F. Albers, D. C. Collins, James Ellis, J. A. Downard, W. H. Whiteman, T. H. Kirk, Sam Powers, M. L. Kirkpatrick, F. R. Toe Water, J. B. Heizer, E. W. Louden and W. G. Walker.

"Tuxedo" sales are on the increase, due no doubt to the extensive advertising campaign that has been conducted on the brand and to the free offer of a silk pin cushion with each ten-cent tin.

"Lovera Banderos," the nickel Havana smokers, are being well displayed by the trade here and reports indicate that they are making a hit here just as they have done in other cities. They are "Lovera" quality and the smokers appreciate this new brand.

"Swisecss," made by L. Newburger & Brother, are in heavy demand and the factory reports that they are still oversold on this cigar.

A. Tietig & Son are doing a big business on the new "Joy" brand and are also preparing to open up with the "Dave Warfield" cigar. A. Tietig has been preparing for a Western trip to boom the brands that are rapidly becoming popular.

IMPRIMATUR.

Wertheimer Brothers Makers of "El Dallo" Cigar

In a previous issue, in a notice referring to Bakrow Brothers, of Louisville, Ky., handling the "El Dallo" cigar, it was stated that this brand is manufactured by the Manchester Cigar Company, of Baltimore.

Of course those familiar with the "El Dallo" cigar know that this statement was in error and that "El Dallo" is made by Wertheimer Brothers, Baltimore, Md.

Rice Companies Make an Assignment

The Gustave Rice Company, dealers in wholesale tobaccos, and the Rice Cigar Box Company, both of London, Ont., have recently made an assignment for the benefit of their creditors to George Coleman. Some weeks ago the building in which these companies operated was gutted by fire and since that time the companies have been embarrassed by lack of funds and their difficulties have multiplied. The firms were organized about three years ago by Gustave Rice, of Detroit.

Hauptmann Tobacco Company Loses $601.85

Robbers opened a safe in the Peter Hauptmann Tobacco Company's stables at 1829 North Broadway, St. Louis, recently, and stole $601.85. This money consisted of collections made on Saturday afternoon. On Sunday morning parties opened the safe by use of the combination and in some way opened the inner door of the cash box and made away with the money.

TOBACCO EXHIBIT AT THE PANAMA-PACIFIC INTERNATIONAL EXPOSITION

Astounding Aggregates Show Americans to be Great Smokers—Facts and Figures Make Interesting Reading

As tobacco growing and the manufacture of the "weed" into the various forms in which it makes its appeal to its devotees is one of the leading industries of this country, it naturally follows that the tobacco exhibit at the Panama-Pacific International Exposition will be correspondingly important and interesting. All that is useful and most modern in connection with the great industry will there be displayed.

There are those who insist that the use of tobacco in any form is a foolish habit, and frequently they state the case even more forcibly, but, regardless of their opinion, a mighty army of us keep right on smoking, chewing, etc., and our devotion to My Lady Nicotine increases rather than diminishes.

The figures tell the story. Consider them first from the point of view of the Federal Government's internal revenue collector, but in doing so be prepared for astounding aggregates. During the year ending June 30, 1912, there were collected taxes on 8,350,119,103 cigars of all sizes and kinds, from those made of richest and most fragrant Havana to the article manufactured of the sun-kissed and sun-blistered leaf of the lowly and unpretentious cabbage. This would give each citizen of the country the average privilege of smoking eighty-three cigars annually. During the same year there were collected taxes on 11,239,535,803 cigarettes, a gain of 15 per cent. on the previous year. The collections also included those on 30,079,482 pounds of snuff, probably mostly dispensed south of the Mason and Dixon Line, and on 393,785,146 pounds of smoking and chewing tobaccos—nearly four pounds. By the way, it may as well be mentioned right here that the manufacture of cigarettes during that year was the largest reported up to that date.

Another line of figures gives a pointer on the size and importance of the tobacco industry, this time secured from returns for 1912 to the United States Department of Agriculture, a fact that sufficiently guarantees authenticity. The total number of acres devoted to the growing of tobacco in that year was 1,225,800, which would make a strip a city block and street wide reaching from New York to Philadelphia, or from San Francisco to Sacramento. An acreage of that amount should produce some tobacco, and it does, the total for 1912 being 962,855,000 pounds, which was 7 per cent. more than the average for the preceding five years. The farm value of the crop that year was $104,063,000, the largest total value on record at that time.

But the value of the product on the farm is inconsiderable when compared with that which the manufacturer has given to it when he is done with it. For example, in 1909 the manufacturer took tobacco worth hardly one hundred million dollars on the farm, and after he had converted it into cigars, cigarettes, smoking and chewing tobaccos and snuff it was worth $416,695,000. That is, he had more than quadrupled its value, making it the eleventh in this respect among the agricultural products of this country. The United States is far and away first in the production of tobacco, more than doubling the product of its nearest competitor, British India.

Referring to the internal revenue collector again, it is rather interesting to note that the tobacco industry in 1913 paid into his hands the pleasing total of $76,789,424 to help our Uncle Samuel run his government, and during the fifty years terminating with 1913 the industry paid to him a grand total of $1,853,699,379.79. The use of tobacco may, or may not, be commendable in a private citizen, but it certainly has helped Uncle Sam to run his great emporium successfully.

The relation of the foregoing facts and statistics to the Panama-Pacific International Exposition is this: It is a great industry, this that deals with tobacco—one of our greatest, indeed, and it follows that it must and will be represented at the Exposition by a fittingly great exhibit, one that shall appropriately represent the industry in all of its branches and phases. Arrangements are being made to the end that this exhibit shall be particularly noteworthy and attractive, and already it is evident that the arrangements will culminate in success. The World and his relatives, his sisters and his cousins and his aunts, will visit the tobacco and tobacco-manufacturing exhibit at the Exposition, and, whether he uses the narcotic weed in any form or does not, he will be interested in the things that will there be displayed.

Tobacco Company Best Chinese Advertiser

A large tobacco company, now considered the most successful advertiser in China, pays a great amount of attention to its advertising department. It has a large printing plant of its own, turning out large quantities of advertising matter daily. An expert on advertising is continually studying the matter and introducing new pictorial effects and methods. He finds that color plays a very important part in pleasing the Chinese. For instance, a combination of colors which would appear quite harmonious to the foreign eye will often displease the Chinese taste, while some other combination of color will please his fancy so well that he will at once exclaim his delight upon seeing it and stop to admire the beauty of it for a long time. This company has naturally many methods in its advertising. Besides printing large posters, handbills, and hangers, etc., it prints beautifully colored calendars, of which the Chinese are exceptionally fond. These are often made an article of barter or trade with the lower Chinese classes.

Recently this enterprising firm commenced issuing as souvenirs Chinese scrolls with Chinese scenery, so dear to the enlightened Chinese. With its packages of cigarettes, it presents a colored small card, called a stiffener, depicting the various modes of travel, as the sampan, junk, wheelbarrow, ricksha, and the more modern motor boat, large steamer, bicycle, motor cycle, automobile, and locomotive. A novel idea is the recent method instituted by this company of giving to the ricksha coolie a small square rug to fit the bottom section of the ricksha on which the feet rest in riding. On this rug are the Chinese characters for the name of brand of cigarette or of the company, with the company's chop. As these rugs with the chop thereon are plainly visible to the passenger riding in the ricksha, it is at once seen what an advertising value this small rug has without any further cost to the company.

Killeen Purchases Glens Falls Store

L. W. Killeen, who owns wholesale and retail cigar and tobacco stores in Amsterdam and Schenectady, recently purchased the Thorton tobacco store at the corner of Warren and Ridge Streets, Glens Falls, N. Y.

James Mitchell, of Glens Falls, who left some time ago to take charge of one of Mr. Killeen's stores in Schenectady, will return to take charge of the new stand. Mr. Mitchell is well and favorably known in the city and will undoubtedly succeed in establishing a fine trade on the high-grade lines which the store will carry.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

"OLD DRURY" IS A SELF SELLING CIGARETTE
Willie Collier says, "Every puff a plug." Cork or plain. Write for territory. Old Drury Cigarette Co., 143 West Fortieth Street, New York City.

MONROE ADLER,
CIGAR BROKER,
186 N. La Salle St., Chicago, Ill. 6-17-he

LANCASTER STOGIE COMPANY,
MANUFACTURERS OF HIGH GRADE STOGIES,
120 Water St., Lancaster, Pa.

HIGHEST GRADE OF WHEELING STOGIES—That will please the most exacting smoker, are made by C. A. Kase, Seventh and Main Streets, Wheeling, W. Va.; Factory 33; Established 1895.

Wanted.

CASH PAID FOR CUTTINGS, SCRAPS & siftings.
Write to H. Adler & M. Meyerson, 332 E. 48th, New York

IMPORTANT NOTICE TO CIGARETTE MANUFACTURERS—We manufacture cigarettes for the trade; we also supply tobacco boxes and labels 25 per cent. cheaper than elsewhere. Brands registered. Write for particulars. Live distributors wanted. The Soter Company, 235 Canal Street, New York City.

Wanted.

WANTED—Unlimited quantities of "Seed Cuttings" and "Siftings." Get our new quotations for cash. Interstate Tobacco Company, Longacre Building, Forty-second Street and Broadway, New York.

For Sale.

HAVANA SHORTS—Pure Vuelta; fine aroma. Lopez, 353 E. 78th St., New York. 9-1-tf

FOR SALE—Remedios Havana shorts, nice and clean. Guaranteed A-1, or money refunded. Fifty cents per pound. Edwin Alexander & Co., 178 Water Street, New York.

FOR SALE—A cigar factory in a city of 25,000 out West, working three to six men the whole year, mostly on Bit goods. The best of trade. Have my own lithograph label. Address Box 33, "The Tobacco World."

FOR SALE—Practically new Ludington cigarette machine. Address, Richard W. Menzies, 428 Bainbridge Street, Brooklyn, N. Y.

"EXCELTINA" IS A MILD, HAND-MADE HAVANA FIVE-CENT CIGAR
A genuine trade builder. Exclusive territory to live jobbers. Also private brands. Samples upon request.
SANTA CLARA CIGAR MANUFACTURING COMPANY, Brunswick, Ga.

Situations Wanted.

PRACTICAL SUPERINTENDENT OR FOREMAN—With executive ability, fifteen years' experience. Had charge of three factories at one time, employing 2000 cigarmakers, suction and hand work. Am practical cigarmaker. Address, Superintendent, P. O. Box 52, Lancaster, Pa.

Belfast Tobacco Manufacturers Have Busy Year

Consul Hunter Sharp, Belfast, Ireland, in a recent report to the "Daily Consular and Trade Reports," states that the tobacco manufacturers in Belfast have had a busy year. The local firms are said to have maintained their position in the Irish trade in the face of the keenest competition from England. Previously the margin of profit has been very small, but it is noteworthy that there is a slight improvement now.

During the year attempts were made to grow tobacco commercially in the south of England. In Ireland the Department of Agriculture for several years has offered substantial bounties in connection with this industry. However, neither in Ireland nor England has the attempt gone further than the experimental stage.

To Belfast the tobacco industry is of considerable importance, as it gives a large amount of employment, especially to young people. The output of manufactured tobacco in Belfast has nearly doubled during the last ten years. In 1913 the amount of leaf imported was 4493 tons, as against 5854 tons in 1912.

Henry W. Watson, of Flint, Mich., who owns nineteen hotel cigar stands throughout the state, has recently acquired the cigar and news stand in the New Burdick House at Kalamazoo, Mich.

New Cigar Factory for Punta Gorda

The Punta Gorda Cigar Company has recently opened for business at Punta Gorda, Fla., in a new building in the suburbs of the city. The factory was especially built for the purpose.

H. S. Whitaker is manager, with J. F. Robinson as a partner. They are manufacturing a high grade of Havana cigars.

Organize Company to Make Cigar Vending Machines

According to reports from Lewistown, Ill., a company is about to be organized to take control of the Hughes & Lackey cigar vending machine, and to manufacture cigars as well. The plan is to manufacture a thousand vending machines and send them out filled with cigars from the home factory. It is believed that this scheme would tend to popularize a brand of cigars that could be made in Lewistown and placed in the vending machines.

NOTICE

Public notice is hereby given that the regular monthly $500.00 cash payment for Makaroff cigaret coupons will be discontinued on July 8, 1914.
The regular redemption of coupons for magazines, silk hosiery, etc., will be continued as heretofore.
MAKAROFF CIGARET COMPANY

SOLE MANUFACTURERS
DITTGEN'S PATENT
Self-Opening "MULTIPLE" Cigar Pouch
With or without Sealing Flap
The Best Individual Cigar Pouch on the market
Made to fit any size Cigar or Stogie
SEND FOR SAMPLES AND PRICES

Established 1870 Factory No. 79

S. R. KOCHER
Manufacturer of Fine Havana and Domestic Cigars and packer of Leaf Tobacco
Leading brands—"Volitta," "Quaker," Nabobs," "1-4-5," "Havana Cream," "Imperial Beauty," "Little Yara"
Correspondence with wholesale and jobbing trade invited
Factory and Offices: WRIGHTSVILLE, PA.

V. R. Gaspard and Two Salesmen

Out Seattle way they lose no time in getting from point to point. This illustration shows V. R. Gaspard, of Seattle, Wash., and two of his salesmen. On the rear seat is A. L. Wright, who has charge of the Tacoma branch, while Harry Evans is at the wheel. The latter has recently joined the John Bollman forces.

A. L. Cuesta Approves Vuelta Association

TAMPA, FLA., June 9, 1914.

IN reference to the visit to our city of Manuel Herrera in regard to the plan to unite the growers in the Vuelta Abajo district of Cuba into an association, Angel L. Cuesta, president of the Clear Havana Manufacturers' Association, has given his endorsement to the plan, and states that he believes that such an association will correct many evils that are now existing in the great tobacco country.

Mr. Cuesta's endorsement of the plan is of value not only because of his official position, but because of the fact that he is a large importer of leaf. All of the manufacturers whom Mr. Herrera has seen have expressed their approval of the plan, for all realize that by its stamp it will make it possible to know just when the real Vuelta Abajo tobacco is being received.

Mr. Cuesta's letter follows:

TAMPA, FLA., June 5, 1914.

Mr. Martin Herrera y Montero.

My Dear Sir: Your credentials as representative of the Tobacco Planters' Association of Vuelta Abajo given due consideration, and, at early meeting, it will be my pleasure to place the matter fully before the Clear Havana Manufacturers' Association of Tampa.

Meanwhile, may say that of the various members already approached on the subject, all have expressed themselves as thoroughly in accord with the purposes of your organization. That, whatsoever steps were undertaken to better the methods of packing, as well as marketing the Vuelta Abajo tobacco, would be of the greatest mutual interest.

To benefit so deserving a class of toilers as the tobacco growers of Vuelta Abajo is a worthy cause that must meet with the hearty approval and support of every fair-minded man connected with the industry.

No better way for doing so occurs to me than the plan outlined of having a special brand for each bale of the tobacco, constituting a positive guarantee of genuineness and preventing spurious goods being palmed off for the real article. Also market in a systematic and intelligent way.

Closer business relations between the growers and our manufacturers through your association is in every sense desirable, as mutual dependence, each upon the other, should encourage the most cordial co-operation.

Assuring, therefore, of very best wishes for the success of the undertaking, I am yours truly.

A. L. CUESTA,
President Clear Havana Manufacturers' Association.

Bohn & Sylvester, of Santa Ana, Cal., have recently secured a store in the Myers Building and will shortly open up a wholesale tobacco, cigar and candy house.

Leaf Tobacco Notes

PENNSYLVANIA

LANCASTER, PA.

The recent rains gave the tobacco growers of Lancaster County what they had been awaiting for, and the result was a general planting of the new crop, or as much as could be set out during the last few days of the week. Plants were never in better condition, the seed beds this spring having been remarkably free from the attacks of all kinds of pests.

The new crop is considered as starting out most auspiciously. Because of the reduced acreage, it is believed this year's crop will receive more careful cultivation than any tobacco crop in recent years has received.

While trading in the local leaf market continues dull, an unusual quantity of 1909 tobacco was sold recently, though at prices actually lower than were paid the grower.

THE CAROLINAS

COLUMBIA, S. C.

This section is still without rain, although nearby sections report seasonable rains within the past few days. While this immediate section has not had a good rain within the last four weeks, crops of every kind are looking well, and with the exception of a somewhat poor stand of tobacco and what damage has been done to gardens, the farmers have not suffered any so far on account of the lack of rain. The farmers have continued to work their crops, which accounts, no doubt, to a great degree, for the way they have stood the dry weather. Cotton especially is looking well, and if the seasons continue good, a bumper crop will be made.

KENTUCKY

LOUISVILLE, KY.

Receipts and sales of both Burley and dark tobacco continue extremely light in our market, with no material change to note in prices as compared with values that have been current for the past two or three weeks.

Since our report of last week, light rains have fallen over the major portion of the different tobacco-growing sections and a fair start has been made in transplanting the crop; the greatest headway being made in the sections that use machines for that purpose. The situation relative to the coming crop is rather critical, but not necessarily alarming.

"Flor de A. Marsans" Now on Sale

Henry Straus, of Cincinnati, has just received a new line of clear Havana cigars, called the "Flor de A. Marsans," retailing at from fifteen cents to thirty-five cents each, and made in five sizes. The brand is named for Armando Marsans, the well-known outfielder of the Cincinnati "Reds," who is now on a strike and is threatening to leave the team and return to Cuba if his demands are not met.

The brand is made by de Marsans & Co., of Havana, of which firm A. Marsans is a member.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 236 Chestnut Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

THEODORE DE VINNE:—30,148. For cigars, cigarettes and tobacco. May 23, 1914. The Moehle Lithographing Co., Brooklyn, N. Y.

GET ME FIVE ROUGH HAVANAS:—30,149. For cigars, cigarettes, cheroots, chewing and smoking tobacco. May 23, 1914. The Shelby Cigar Co., Shelby, O.

GARCIA LUINA:—30,150. For cigars, cigarettes and tobacco. May 23, 1914. Levi-Kaften Co., New York, N. Y.

PERFINO:—30,151. For cigars, cigarettes and tobacco. May 23, 1914. Levi-Kaften Co., New York, N. Y.

JUAN DIAZ:—30,152. For cigars, cigarettes and tobacco. May 23, 1914. Levi-Kaften Co., New York, N. Y.

MORISIC:—30,153. For cigars, cigarettes and tobacco. May 23, 1914. Levi-Kaften Co., New York, N. Y.

C & L LEADER:—30,154. For cigars. May 23, 1914. Charlap & Levy, Philadelphia, Pa.

SOTER'S PRINCESS:—30,155. For cigars. May 23, 1914. Soter EConomon.

SOTER'S PICNICS:—30,156. For cigars. May 23, 1914. Soter EConomon.

SOTER'S SPECIAL:—30,157. For cigars. May 23, 1914. Soter EConomon.

SOTER'S EXTRA:—30,158. For cigars. May 23, 1914. Soter EConomon.

SOTER'S HAVANA SMOKERS:—30,159. For cigars. May 23, 1914. Soter EConomon.

HAVANA SOTER'S:—30,160. For cigars. May 23, 1914. Soter EConomon.

CHARLAP:—30,161. For cigars. May 28, 1914. Charlap & Levy, Philadelphia, Pa.

HY-GIENIC:—30,162. For cigars. May 28, 1914. The Mueller & Son Co., Milwaukee, Wis.

KAPLAN:—30,163. For cigars. May 28, 1914. C. Voicly, New York, N. Y.

LA PALENTA:—30,164. For cigars, cigarettes and tobacco. May 28, 1914. The Moehle Lithographing Co., Brooklyn, N. Y.

GOVERNMENT REPORTS:—30,165. For cigars, cigarettes and tobacco. May 28, 1914. The Moehle Lithographing Co., Brooklyn, N. Y.

PITTSBURGH FAMOUS:—30,166. For cigars, cheroots and stogies. May 28, 1914. Union-American Cigar Co., Pittsburgh, Pa.

SILVER SIX:—30,167. For cigars. May 28, 1914. Ratner & Ratner, Philadelphia, Pa.

FIRST 17 HEROES OF VERA CRUZ:—30,168. For cigars. May 28, 1914. Sol. Kleiman, Philadelphia, Pa.

HAVANA INN:—30,169. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 2, 1914. C. C. Roland Cigar Co., Reading, Pa.

R. H. S.:—30,170. For cigars. June 2, 1914. B. F. Russell, Valdosta, Ga.

LITTLE TROPIC:—30,171. For cigars. June 2, 1914. J. Pines & Sons, Chicago, Ill.

AMERICAN RECORD:—30,172. For cigars, cigarettes, cheroots and stogies. June 2, 1914. Benjamin Oppenheim & Son, Philadelphia, Pa.

INTERNATIONAL UNION OF JOURNEYMAN HORSE-SHOERS:—30,173. For cigars. June 2, 1914. El Pavo Cigar Co., Chicago, Ill.

JERSEY MOOSE:—30,174. For cigars. June 2, 1914. Wm. G. Sutton & Sons, Bridgeton, N. J.

UNCLE SAM'S SPECIAL:—30,175. For cigars, cigarettes, chewing and smoking tobacco. June 2, 1914. Matthias H. Rudy, York, Pa.

PARKWAY CLUB:—30,176. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 4, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

THE SLOGAN STOGIE:—30,177. For cheroots and stogies. June 4, 1914. John H. Swisher & Son, Newark, O.

HY SCHMIDT'S IDEAL:—30,178. For cigars. June 4, 1914. Hy Schmidt, Perryville, Mo.

LANFACO:—30,179. For cigars, cigarettes, cheroots and little cigars. June 4, 1914. Lasteco Cigar Co., Quincy, Fla.

LIA SPIA:—30,180. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 4, 1914. Harry Reinschreiber, Chicago, Ill.

BABY TROPIC:—30,181. For cigars. June 4, 1914. J. Pines & Sons, Chicago, Ill

HANOUM:—30,182. For cigars. June 4, 1914. C. Voicly, New York, N. Y.

THE ADOLPHUS HOTEL:—30,183. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 4, 1914. Grill Bros. Co., Evansville, Ind.

AMERICAN PLANTATION:—30,184. For cigars. June 4, 1914. E. R. Carrier, Albert Lea, Minn.

BLACK COLT:—30,185. For cigars. June 4, 1914. Samuel Rosenberg, Trenton, N. J.

VERA CRUZ CUSTOM HOUSE:—30,186. For cigars. June 4, 1914. Stein Bros., St. Louis, Mo.

ALSTRYGALZ:—30,187. For cigars, cigarettes and tobacco. June 6, 1914. Louis Karkowski, Buffalo, N. Y.

SANITARY TIPS:—30,188. For cigars. June 6, 1914. Mueller & Son Co., Milwaukee, Wis.

YANKEE BEAUTIES:—30,189. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 6, 1914. C. G. Mesologites & Co., New York, N. Y.

PIPING ROCK:—30,190. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 6, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

BOOSTING GARY:—30,191. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 6, 1914. Gary Cigar Manufacturing Co., Gary, Ind.

EPITOME:—30,192. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 8, 1914. Kaufman, Pasbach & Voice, New York.

TRANSFERS.

EL DAZORA:—30,101. For big and little cigars, cigarettes and tobacco. Registered May 6, 1914, by Newman & Gach, Chicago, Ill. Transferred to Charles Achenbach, Joliet, Ill., June 5, 1914.

NARKID:—24,974. For cigars, cigarettes, chewing and smoking tobacco. Registered September 25, 1912, by D. K. Srabian, Boston, Mass. Transferred to D. Serabian, Boston, Mass., June 6, 1914.

CANCELLATIONS.

OVERLAND TRAIL:—30,108. For cigars, cigarettes and tobacco. Registered May 12, 1914, by Moehle Lithographing Co., Brooklyn, N. Y. Cancelled June 5, 1914.

NEW THOUGHT:—30,100. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 5, 1914, by Kaufman, Pasbach & Voice, New York, N. Y. Cancelled June 6, 1914.

Register your brands with the TOBACCO WORLD BUREAU. We register more brands than all other bureaus combined.

Waldo-Wolf Cigar Factory in New Quarters

The Waldo-Wolf Cigar Company, Fairbanks, Neb., which has been located in the Conrad Building, is preparing to move to a new location on Fourth Street. Carpenters are now busy renovating the premises, preparatory to occupancy by the new firm. Business with the company is reported good.

Libia Has Tobacco and Salt Monopoly

An Italian decree dated January 18, 1914, provides for the establishment in Libia of a Government monopoly of salt and tobacco. With certain exceptions, the Government reserves the right to extract salt from sea water, salt springs and mines, to manufacture tobacco, and to import, export and sell both salt and tobacco.

San Francisco

Good Sale for High Priced Pipes—Sales "Aids" Attacked—Territory Opening up for Manila Goods

SAN FRANCISCO, CAL., June 5, 1914.

THE tendency of the California smoker is very decidedly toward cigars of lower prices than heretofore. This in a measure is due to the elimination of slot machines, etc., but the great majority of smokers, while purchasing cheaper cigars (by this is meant cigars for about ten cents apiece), demand more for their money than an average Eastern smoker to whom a ten-cent cigar is a luxury. This attitude in a degree accounts for the lack of success on the part of many Eastern brands, which, while more or less popular on the home market, meet with but indifferent success on the Coast. The California smoker is a "show-me" proposition, and it takes quality backed by continuous advertising to establish any brand of cigars on the California market.

Not so many years ago the presence of a pipe in a smoker's mouth in San Francisco was an indication either of old fogyism or of unpardonable nonchalance. Nowadays all classes of smokers are addicted to the use of the pipe. This change in the attitude of the public is due in a measure to the persistent pipe smoking by the English and Scotch officers of large insurance and maritime companies, who, despite their high social standing, were able to harmonize aristocratic bearing with the use of a pipe instead of a high priced cigar. Another not less important factor was the nation-wide advertising on the part of manufacturers, and the subsequent decreasing prejudice against the pipe. At present pipe sales in the better stores play an important part in the day's receipts, and higher priced pipes enjoy a sale, possibly, far beyond that in Eastern cities. The Western smoker, however, is just as fussy about his pipe tobacco as he is about his cigars, and for this reason, while some of the heavily advertised brands of the cheaper tobacco enjoy a good sale, it is surprising how many other high priced brands are meeting with favor. Of course, the cheap pipe and the cheap tobacco travel hand in hand, but as pipe smokers become educated they invariably drift to the better grades of tobacco. This is especially noticeable in the case of clear Havana smokers who have taken to the pipe as an out-of-door smoke.

Speaking of the present cigarette situation, Mr. Cohen, of M. A. Gunst & Company, is most emphatic in his condemnation of the "inserts." This avalanche of pennants, rugs, stickpins, pencils, holders, charms, flags and other so-called "aids" to sales, is burying the retailer so deep ,that his shelves, instead of containing cigars, are beginning to assume the appearance of a toy or charity bazaar, according to Mr. Cohen. But he is hopeful that the day will soon arrive when every smoker will be so surfeited with these free deals as to be like the proverbial worm and turn away from the something-for-nothing cigarette to the brand that carries nothing in the package but some really good smoke. That this "insert" fad is nearing its end, Mr. Cohen sees in the fact that many of the larger retailers have refused to entertain any further deals of this kind, and he predicts that soon various retail associations, not only on the Coast but all over the country, will take a firm stand against this unwarranted excess of false advertising by the manufacturers, as it goes without saying that eventually the retailer is the one who must pay for this advertising jag. Another bad feature, says Mr. Cohen, is that of children gathering coupons and hanging around cigar stands in quest of them, thus creating an undue amount of criticism against the cigar dealer, but for which he as a dealer is not responsible.

The "Gunst Building" at the Panama-Pacific Exposition will occupy the most prominent corner on "The Zone," as the Street of Amusements has been christened, and will be a Moorish structure occupying about 3500 square feet. The exterior of the building will be a reproduction of one of the palaces of "ancient Spain," depicting the typical architecture of that period, while the interior will afford a setting both novel and artistic, according to a statement issued by the Gunst Company. The interior will be devoted to a retail service counter, and handsome display cases featuring all the products handled by M. A. Gunst & Company, while a magnificent lounging room will provide accommodation and comfort to visitors from all over the world, particularly those in the cigar and tobacco lines. The building will be brilliantly illuminated at night, and will, according to the statement, in every way be worthy of the name it bears—"The House of Staples."

The Oliver Cigar Company, 409 Battery Street, a San Francisco concern, has been in business for several months with a line of very high grade Manila cigars, according to O. E. Barrant, of that concern. The "Caba Rita" cigar, retailing from two for five cents up to twenty-five cents each, has made a big success with the Western smoker. Mr. Barrant asserts that, contrary to the opinion of a large portion of the trade, high grade Manilas will sell and repeat and will build up a nice business for the retailer if he will get and sell fresh goods. The territory from Denver to Chicago is being gradually opened up for Manilas. The Manila cigarettes have not been as yet successful, and it is very problematic, according to Mr. Barrant, if they will ever catch on, on account of too vast difference between this and the one the American smoker is used to. However, Manila cigarettes have been used for many years in the Orient and in Europe, so that after all it is not entirely impossible that they might take. The Oliver Cigar Company will exhibit its goods in the Philippine section of the Panama-Pacific Exposition, and the Oliver people hope to be as successful in 1915 as they were last February during the annual fair in Manila, when in competition with every factory in the islands they carried the first and second prizes.

Bauer Hess, 844 Market Street, enjoys the reputation of being the most popular cigar man in San Francisco. Mr. Hess has been for many years traveling salesman in Ehrman Brothers employ, and if there is a cigar firm or a cigar man Mr. Hess does not know, they are surely not worth seeing. Most of the traveling cigar men visit the cigar stand opposite the emporium, and Mr. Hess is a real store of information regarding the doings in the San Francisco tobacco world. With him the "Standard" and "Imperial" sizes of the "Optimo" are the best sellers.

Bert Bercovich, who a few weeks ago sold out his Oakland cigar stores, announces very emphatically that he is rather tired but by no means retired. At present, however, he has decided to take it easy and just watch others working. But one beautiful morning he may get a notion of returning to his old cigar trade, and he would doubtless follow the inspiration.

ALLEN.

STOPS REFUND ON UNSALABLE CIGARS

Harrison Revokes Forbes' Order Relating to Tobacco Internal Revenue—After July 1st Regulations of Internal Revenue Department Must be Followed.

MANILA, P. I.,

There will be no refund of United States revenue tax on stamps sold after July 1st for cigars returned as unsalable. This decision was arrived at by Governor General Francis Burton Harrison after an inquiry from the Washington authorities asking whether such refund was allowed. In reply to the inquiry the governor general cabled to the insular bureau Saturday morning:

"Referring to telegram from your office the 20th ultimo, will refund United States internal revenue tax represented by stamps sold prior to July 1, 1914. After that time the regulations of the United States commissioner of internal revenue will be strictly followed."

After the passage of the Payne bill in 1909, which resulted in increased shipments of cigars from the Philippines to the United States, a large quantity of the cigars thus exported were returned in a moldy and worm-eaten condition and the shippers here, who were obliged to take them back, demanded the refund of the internal revenue tax paid on the presentation of the stamps taken from the boxes. Mr. Cromwell, who at that time was the collector here, refused to refund the tax, holding that there could be no refund on cigars that had left the factory. The local shippers took the matter up with Governor General W. Cameron Forbes and the latter ordered that the tax be refunded.

Prior to Governor General Forbes' action the Washington authorities were appealed to and the latter replied that they had no jurisdiction; that local conditions should govern. Collector Cromwell decided that a refund could not be lawfully allowed as the regulations here were the same as the Washington regulations. However, under the instructions issued by the governor general the refund on unsalable cigars has been allowed until now.—*Manila Bulletin.*

Peter Schlicher's Sons Take Over Business

The cigar and stogie factory and business at Marietta, O., of the late Peter Schlicher, has recently been taken over by his sons and is now known as the Peter Schlicher Cigar Company.

Carl P. Schlicher, who has been in Oklahoma for a number of years, has returned to Marietta and will assume charge of the factory. The new company will cater to the wholesale trade exclusively. As the Schlicher boys have been raised in the cigar and stogie business there is no doubt but what they will be able to continue the company with success.

Choice Smokes Stolen from Woodmont Store

Paul Kehoe, who keeps a first-class cigar store in Hawley Avenue, Woodmont, Conn., was recently visited by burglars who also appreciated the quality of Mr. Kehoe's goods. The Sher-iff of "this here caounty" claims that he is on the track of the connoisseurs who made away with cigars, cigarettes and pipes which Mr. Kehoe inventories at about $250. Meanwhile Mr. Kehoe is hoping in his most hopeful manner that the duly sworn sheriff will do his duty and pinch the robbers before they succumb to cancers brought on by too much smoking.

The only thing that was undisturbed in the shop was the money in the cash register. The robbers did not take the coin as Mr. Kehoe attends to that formality when he closes for the night. The looters had a taste for high-grade cigarettes and made away with about $100 worth that retailed for twenty cents the box and up. They smoked only the best cigars while looting, as the butts on the floor testified; they took only the best, as the depleted clear Havana stock shows. Then they had a failing for pipes, too, and took along about two dozen of the finest as souvenirs of Mr. Kehoe's fine store.

Benson Cigar Store Sold

Charles E. Simms, who owns the cigar stand in the Phillips Hotel, Dayton, O., has purchased the Benson cigar store at 32 South Main Street, and will operate both stands in the future.

Mr. Simms has conducted the cigar stand in the Phillips house for twenty-five years and has a large and valued experience in the cigar business and is favorably known to every tobacco user. It will be gratifying to his many friends to know that he is establishing himself on Main Street, in one of the best locations in the city. Benson will devote his entire attention to his jobbing business, which has outgrown his present quarters and has forced him to give up the retail end of the business.

COPENHAGEN

Chewing Snuff

We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

WEYMAN-BRUTON COMPANY

50 Union Square North **New York, N. Y.**

Exact Fac-simile of the Government Stamps on Cigars, Cut Tobacco and Cigarettes, issued by the Government of the Republic of Cuba, according to the Law of July 16th, 1912.

THE ABOVE STAMP IS USED FOR CIGARS AND CUT TOBACCO

All manufacturers are compelled to affix these Stamps on all boxes of Cigars, packages of Cut Tobacco, as well as packs of Cigarettes which are manufactured by them, and which constitute an absolute guarantee to the smokers, that the Cigars, Cut Tobacco or Cigarettes contained therein, are of Genuine Cuban Origin, made by Expert Havana Cigarmakers and Tobacco Workers.

THE ABOVE STAMP IS USED ON ALL PACKAGES OF CIGARETTES

The COLOR of THE ABOVE STAMPS is GREEN.

M. E. Canle, 156 Water Street, New York, Representative for the United States, of the Union of Manufacturers of Cigars and Cigarettes of the Island of Cuba, is duly authorized to prosecute any falsification, or colorable imitation of the above stamps by law with the assistance of the Cuban Minister at Washington.

JOHN F. HEILAND & CO.
Lancaster County Fancy B's
LANCASTER, PENNA.

J. K. LEAMAN
Packer of and Dealer in Leaf Tobacco
Office and Salesroom
110-112 W. Walnut St., LANCASTER, PA.
Warehouse: Bird-In-Hand, Lancaster Co., Pa.

E. L. NISSLY & SONS
GROWERS AND PACKERS OF
CHOICE CIGAR LEAF TOBACCO
Packing Houses: Lancaster, Florin. Main Office: Florin, Pa.
Critical Buyers always find it a pleasure to look over our samples
Samples cheerfully submitted upon request.

B. F. GOOD & CO.
PACKERS AND DEALERS IN *Leaf Tobacco*
NOS. 49-51 WEST JAMES STREET
LANCASTER, PENNA.

MILTON H. RANCK
Packer and Dealer in
Domestic Leaf Tobacco
Office: Cor. Duke and Chestnut Streets
LANCASTER, PENNA.
Packing Houses: Strasburg and Lancaster

Jacob Bowman & Bro.
Dealers in and Packers of
LEAF TOBACCO
Penna. and Ohio Tobaccos a Specialty
226-230 East Grant Street, Lancaster, Penna.

John F. Nissly & Co.
Packers and Dealers in
LEAF TOBACCO
And Importers of HAVANA
No. 143 Market Street, Lancaster, Pa.

THE YORK TOBACCO CO.
Packers and Jobbers in All Grades of **LEAF TOBACCO**
Office and Warehouse, 15 East Clark Avenue, YORK, PA.
MANUFACTURERS OF CIGAR SCRAP TOBACCO

J. U. FEHR & SON
Packers of Fine Cigar Leaf
Fancy, Lancaster County B's and Tops a Specialty
135-141 Maple Street, Reading, Penna.

Established 1890 Correspondence Solicited
KEYSTONE VARIETY WORKS
HANOVER, PENNA.
Cigar Ribbons, Silk Imitation and Muslinola Ribbon
Printed or Stamped in Gold or Silver
Labels. Stock Cards. Give Us a Trial. We Want Your Opinion

ESTABLISHED 1877 NEW FACTORY 1904
H. W. HEFFENER & SON
Steam Cigar Box Manufacturers
AND MAKERS OF
Patented Wire Bound Shipping Cases
HOWARD & BOUNDARY AVE. YORK, PA.

For Genuine Sawed CIGAR BOXES, Go to Established 1880
Keystone Cigar Box Co., Sellersville, Pa.
Our Capacity for Manufacturing Cigar Boxes is Always Room for One More Good Customer
MONROE D. SELLERS, SELLERSVILLE, PA.

J. F. Reichard
PACKER AND WHOLESALE DEALER IN
Cigar Leaf Tobacco
We offer a full line Pennsylvania
Wisconsin, Connecticut and
Ohio, and Sumatra,
Havana and Florida
TOBACCOS
Domestic tobacco direct from the grower to you. We have the goods and facilities. Let us submit you samples and prices.
Main Office: YORK, PA.

Lord Salisbury
CIGARETTES

Famous for their distinctive blend of selected tobaccos, pleasantly mild and richly aromatic.

The unusual Quality of Lord Salisbury has made this brand the permanent favorite of critical smokers.

Two Cash Coupons

are packed in each 10c package of Lord Salisbury. Worth

1/2 cent cash each

and are also redeemable for valuable presents.

10 for 10c

THE AMERICAN TOBACCO COMPANY

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Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo
Partido y Vuelta Arriba

SAN MIGUEL 100 HABANA, CUBA

M. A. SUAREZ & CO.
(S. en C.)

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Figuras 39-41, Cable "CUETARA" Havana, Cuba

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Formerly of
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Packers and Importers of VUELTA ABAJO TOBACCOS — 90 Wall St., New York

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VENANCIO DIAZ, Special Partner

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Almacen de Tabaco en Rama

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HEINRICH NEUBERGER

Leaf Tobacco Merchant

HAVANA, CUBA—Calzada del Monte No. 15

NEW YORK, No. 130 Water Street — BREMEN, GERMANY

CigarRibbons Largest assortment of Plain and Fancy Ribbons
Write for Sample Card and Price List to Department W

WM. WICKE RIBBON COMPANY

Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain

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ESTRELLA 53, HAVANA, CUBA — **GUTIERREZ & DIEHL** — CABLE: COSECHERO Phone: A-3826

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GROWERS, PACKERS AND EXPORTERS OF FINE LEAF TOBACCO

From the Miguel Gutierrez y Gutierrez plantations in the Pinar del Rio and Santa Clara Provinces

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SOBRINOS de A. GONZÁLEZ

Founded 1868

LEAF TOBACCO MERCHANTS

Packers of VUELTA ABAJO, SEMI VUELTA,
PARTIDO, and all varieties of Tobacco grown
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Cable Address "ANTERO"

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Commission Merchant
Leaf Tobacco & Cigars
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QUALITY HAVANA
Neptuno 6, Havana, Cuba - 88 Broad St., Boston, Mass.

Michaelsen & Prasse
Commission Merchants
Leaf Tobacco & Cigars
18 Obrapia Street, Havana, Cuba
Address: Cable "UNICUM" — P. O. Box 28

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OF HAVANA TOBACCO
Havana Warehouse, Salud 15. — New York Office, 133-137 Front St.

MAXIMILIAN STERN
Havana Tobacco
Clavel No. 1, Havana, Cuba — 165 Front Street, New York

Joseph Mendelsohn — Louis A. Borneman
MENDELSOHN, BORNEMAN & CO.
HAVANA TOBACCO IMPORTERS
HABANA, AMISTAD 95 — 196 WATER STREET, NEW YORK

Manuel Alvarez & Co.
Importers and Packers of Havana Leaf
And Packers of Puerto Rican Tobacco
Havana Office: SAN MIGUEL 136 — Puerto Rico Warehouses: CAYEY — New York Office: 178 WATER STREET

GEO. SCHLEGEL
22nd St. and Second Ave.,
NEW YORK

MANUFACTURER OF ALL KINDS OF
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Make tobacco mellow and smooth in character and impart a most palatable flavor
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Write for List of Flavors for Special Brands
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NEW YORK.
CHICAGO CINCINNATI

IF ITS CIGAR LABELS OR CIGAR BANDS WRITE US"
K·P&V
Kaufman, Pasbach & Voice
ART LITHOGRAPHERS.
COR. GREENWICH & MORTON STS.
NEW YORK.
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Established 1834
WM. F. COMLY & SON Auctioneers and Commission Merchants
27 South Second Street, Philadelphia
REGULAR WEEKLY SALES EVERY THURSDAY. CIGARS, TOBACCO SMOKERS' ARTICLES, SPECIAL SALES OF LEAF TOBACCO. CONSIGNMENTS SOLICITED. ADVANCES MADE. SETTLEMENTS MADE ON DAY OF SALE

Parmenter Wax-Lined
Coupon Cigar Pockets
AFFORD PERFECT PROTECTION AGAINST MOISTURE HEAT AND BREAKAGE
¶ INDORSED BY ALL SMOKERS, and are the MOST EFFECTIVE Advertising Medium Known
Racine Paper Goods Company
Sole Owners and Manufacturers
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THE MOEHLE LITHOGRAPHIC CO.
CLARENDON ROAD & EAST 37th ST. BROOKLYN, N.Y.
CIGAR LABELS & BANDS
BRANCH OFFICE
170 WEST RANDOLPH ST. CHICAGO, ILL.

CIGAR LABELS OF HIGHEST QUALITY
CIGAR BANDS
SHOW CARDS
FOLDING BOXES, ETC.
WM. STEINER, SONS & CO.
257-265 WEST 17TH ST. STEINER BUILDING NEW YORK.
LITHOGRAPHIC SPECIALISTS
FOR THE
CIGAR & TOBACCO INDUSTRY
SKETCHES FURNISHED UPON REQUEST
EXCLUSIVE MANUFACTURERS OF GERMAN PROCESS CIGAR BANDS

BELIEVERS IN PUBLICITY

These foremost houses of the trade have reliable goods to sell and want our subscribers to know about them. Read their story and when writing tell them you saw it in The Tobacco World. No bogus advertising admitted.

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FIFTY-SIX

The Brand Established on "QUALITY ONLY"

10 for 25c.

CADO

A QUALITY NEVER OFFERED BEFORE

10 for 15c.

MERIT AND UNIFORM PRICES

Ask your jobber or send orders direct to:

CADO CO., Inc.

Factory and Salesroom: 26 Park Place, New York City

Gran Fabrica de Tabacos de Vuelta Abajo

INDEPENDIENTE

Fernandez y Garcia
Neptuno 170 and 172
Havana, Cuba

LA FLOR DE A. FERNANDEZ GARCIA HABANA

Annexed Brands:
"LA GIACONDA"
and
"Las Perlas"

Representative: B. F. ALEXANDER, 208 Broadway, New York

CITY LIFE

5 cent cigar

ASK YOUR JOBBERS

MANUFACTURED BY

MARION C. HOLCOMB

BINGHAMTON, N. Y.

Bunch Tables That Save Binders and Do Not Twist Fillers

LIBERMAN MFG. CO., 248 N. 8th St., Philadelphia, Pa.

The World's Standard Cigar

FLOR DE TABACOS DE PARTAGAS Y Cª HABANA

The Real Independent Factory in Havana

Cifuentes, Fernandez y Ca.

Calle De La Industria, 172-174

HABANA, CUBA

General Agent for United States and Canada

ROBERT E. LANE

115 BROADWAY, NEW YORK

Smoke Talk No 21

Five Million Dollars

of the best tobacco leaf grown is always in our warehouses. We have to carry that much to produce, uniformly, the special blend of light Havana and right domestic that gives the mild, delightful flavor to the

Robt Burns

MILD 10c CIGAR

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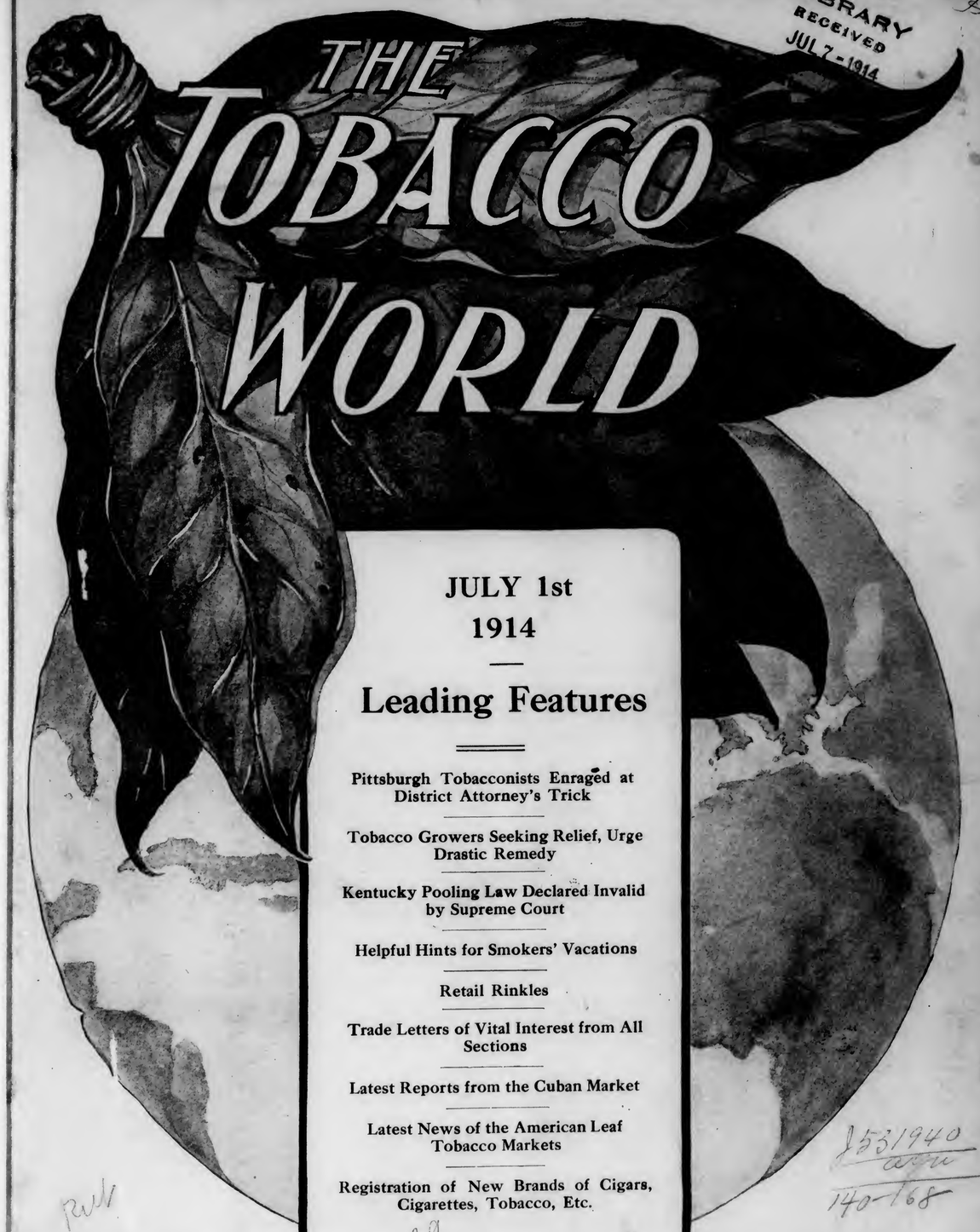

THE TOBACCO WORLD

JULY 1st
1914

Leading Features

Pittsburgh Tobacconists Enraged at District Attorney's Trick

Tobacco Growers Seeking Relief, Urge Drastic Remedy

Kentucky Pooling Law Declared Invalid by Supreme Court

Helpful Hints for Smokers' Vacations

Retail Rinkles

Trade Letters of Vital Interest from All Sections

Latest Reports from the Cuban Market

Latest News of the American Leaf Tobacco Markets

Registration of New Brands of Cigars, Cigarettes, Tobacco, Etc.

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USDA
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Makers of the Famous "F. Lozano" Brand

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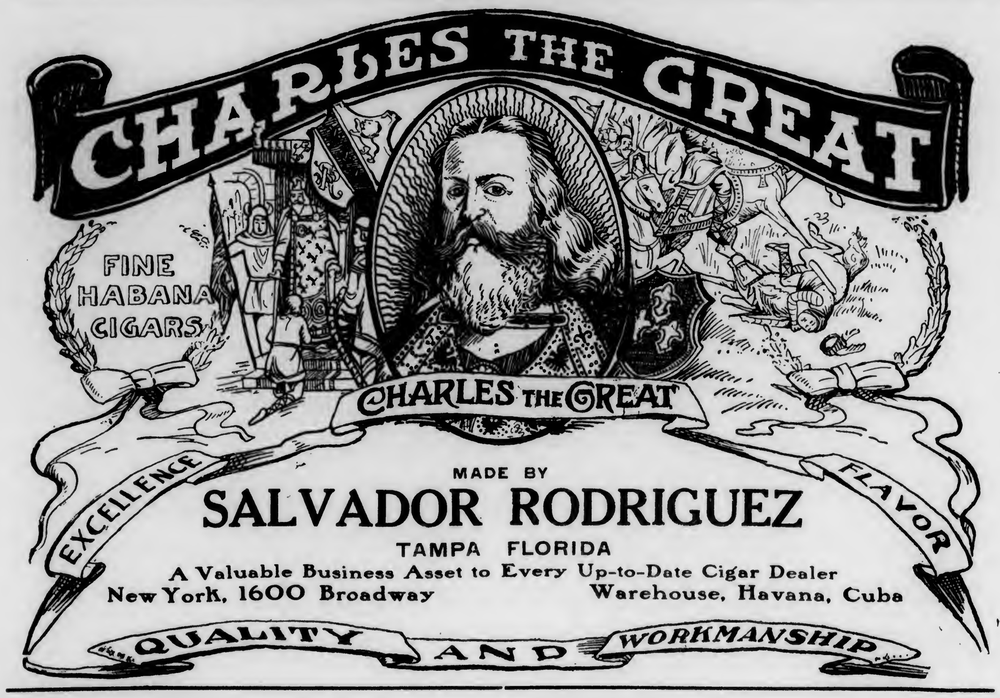


BEHRENS & CO.

HAVANA, CUBA

Manufacturers of the "SOL" Brand

SOL HABANA

Independent Factory

Quality - *always* a little better than Havana's *best*

One of the Oldest Havana Brands

ESTABLISHED 1834 RE-ESTABLISHED 1890

See Winston Churchill's Book, "The Crisis"

"La Flor de Portuondo"

1869

The 45-years' Standard Quality Cigar of carefully selected tobaccos —naturally cured and expertly blended—and best skilled hand-workmanship.

In all popular sizes, packings and prices.

Juan F. Portuondo

Cigar Mfg. Co., Philadelphia

CRESSMAN'S COUNSELLOR 5¢ CIGAR

Countless Consumers Confidently Consume Cressman's "Counsellor"

or, in other words, "they appreciate the 'real thing' in a cigar when they strike it." Quality considered, they know they are smoking the best. Knowing this, Mr. Dealer, can you afford to ignore a brand with the reputation and selling quality embodied in the "Counsellor"? Are you getting your share of that business?

Not until you stock up on this cigar in the right way and push it by "putting your shoulder to the wheel", will you realize to the full what a prolific source of profit it is.

Sell the *Consistent Counsellor Cigar.* It pays.

ALLEN R. CRESSMAN'S SONS, Mfgrs., PHILADELPHIA

CRESSMAN'S COUNSELLOR 5¢ CIGAR

The Original and Genuine

Central Union

Smoking Tobacco in a New Cut

Packed in a Pocket-proof Package

1½ ounces—5 cents

United States Tobacco Co.

RICHMOND, VA.

For Gentlemen of Good Taste

San Felice

CIGARS

The Deisel-Wemmer Company

LIMA, O.

EISENLOHR'S

CIGARS

PHILADELPHIA

Quality Paramount

CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

Strictly Independent Manufacturers

CHAS. LANDAU

Sole Agent for United States and Canada

82 Wall Street - New York

Board of Trade Bldg., Montreal, Canada

The Exceptional Cigar

BUSTILLO BROS. & DIAZ, Inc.

GENERAL OFFICES

267 Fourth Avenue New York City

STAG TOBACCO

"No Bite
No Sting,
No Bag,
No String."

Take all your 5c. goods out of stock. Sell only what's left. How long would you stay in business?

Stag in the 5c. Tin has made more nickels jingle across the counter than any tobacco ever known.

5c., 10c., 40c., 70c. Tins; 90c. Glass Humidor

P. Lorillard Co., Est. 1760

EVER-LASTING-LY GOOD

OUR AIMS

Our first aim was to make the BOLD the best nickel cigar possible to make.

Our constant aim is to maintain that standard of quality which we have attained by our first aim.

Our present aim is to make

Bold Cigars

the greatest selling nickel proposition in the land.

From all indications this aim of ours shall be realized and we are always aiming to keep ***BOLD*** cigars

"Above All"

BOBROW BROS.

FACTORIES

125 S. 2nd Street 114 S. 2nd Street 133 Arch Street

Main Office

PHILADELPHIA, PA.

Exact Fac-simile of the Government Stamps on Cigars, Cut Tobacco and Cigarettes, issued by the Government of the Republic of Cuba, according to the Law of July 16th, 1912.

THE ABOVE STAMP IS USED FOR CIGARS AND CUT TOBACCO

All manufacturers are compelled to affix these Stamps on all boxes of Cigars, packages of Cut Tobacco, as well as packs of Cigarettes, which are manufactured by them, and which constitute an absolute guarantee to the smokers, that the Cigars, Cut Tobacco or Cigarettes contained therein, are of Genuine Cuban Origin, made by Expert Havana Cigarmakers and Tobacco Workers.

THE ABOVE STAMP IS USED ON ALL PACKAGES OF CIGARETTES

The COLOR of THE ABOVE STAMPS is GREEN.

M. E. Canle, 156 Water Street, New York, Representative for the United States, of the Union of Manufacturers of Cigars and Cigarettes of the Island of Cuba, is duly authorized to prosecute any falsification, or colorable imitation of the above stamps by law with the assistance of the Cuban Minister at Washington.

Demand Proves the Value of a Cigar

Statesmen
MILD 5¢ CIGARS

ARE IN DEMAND

JEITLES & BLUMENTHAL, Ltd.
PHILADELPHIA, PENNA.

Year after year
CREMO
maintains its popularity

The mellowness and smoothness of the Cremo blend suit the taste of a vast number of smokers

Cremo CIGAR 5¢

Get aboard the Band Wagon

Piedmont is the big noise in 5-cent cigarettes.

Months ago it won the record as the biggest-selling 5-cent cigarette in this country.

Now we're out to DOUBLE present sales of Piedmont cigarettes, so we are putting a coupon in each package of Piedmonts.

It's a winner!

Liggett & Myers Tobacco Co.

Piedmont Cigarettes 10 for 5¢

Kings Club
Clear Havana - Made in Tampa

A Favorite with the BEST Cigar Stores Restaurants Hotels and Clubs

Manufacturers
PEDRO CASTRO & CO., Tampa, Fla.
New York Distributers
LOUIS G. SMITH & CO., 52 Beaver Street

LA FLOR DE R. A. BACHIA Y CA. TRADE MARK HABANA

BACHIAS
Havana Cigars
For Men of Means
Renowned for Uniformity

IDENTIFIED BY THE GREEN AND GOLD BAND
R. A. BACHIA & CO.
47 West Sixteenth St. New York

E. H. GATO CIGAR COMPANY
FOR FORTY YEARS THE STANDARD
By Which Clear Havana Cigars Are Judged
GATO
Write for Open Territory
Factory: Key West, Fla. New York Office: 203 W. Broadway

BARON DeKALB SEGAR

Real Habana Segars
10c. to 25c.

Made in New York at the sign of the bull dog by
John W. Merriam & Co.

LIPSCHUTZ'S 44 CIGARS

"44" Cigar Co. Philadelphia

LOVERA
CLEAR HAVANA CIGAR
Made under U. S. Bond by
Jose Lovera Co.
TAMPA, FLA.

BAYUK BROTHERS

"HAVANA RIBBON"

FIVE CENT CIGAR
PHILADELPHIA

DIAMOND JOE TRADE MARK CIGAR FACTORY ESTABLISHED 1860

Charles Denby
BEST THAT SKILL, ENERGY AND MONEY CAN PRODUCE
H. FENDRICH, Maker, EVANSVILLE, IND.

5c CIGAR

The Comradeship of "Bull" Durham

There is something about ripe, mellow "Bull" Durham Tobacco that appeals to clean-cut manhood the world over.

Wherever in the world two "Bull" Durham smokers meet—in a hotel lobby or club in Europe or America; at cross-trails in the Klondike; in some far-off seaport on the Pacific—each recognizes in the other a *man* to his own liking, a *comrade* in the world-wide brotherhood of "the Makings." A sack of "Bull" is a letter of introduction that will win friends in every part of the globe.

GENUINE

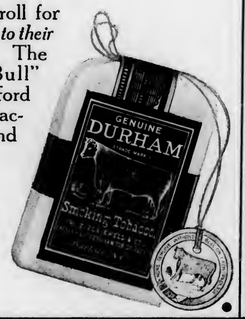
"BULL" DURHAM

SMOKING TOBACCO

(Enough for forty hand-made cigarettes in each 5-cent sack)

Millions of experienced smokers find the cigarettes they roll for themselves from pure, ripe "Bull" Durham tobacco *better suited to their taste* and more satisfactory than any they buy ready-made. The rich, fresh fragrance and smooth, mellow flavor of "Bull" Durham hand-made cigarettes afford healthful enjoyment and lasting satisfaction. Get "the Makings" today and learn to "roll your own."

Ask for FREE book of "papers" with each 5c sack



FREE An illustrated booklet showing how to "Roll Your Own," and a book of cigarette papers, will both be mailed, *free*, to any address in U. S. on postal request. Address "Bull" Durham, Durham, N. C.

THE AMERICAN TOBACCO COMPANY

El Principe de Gales

Havana Cigars

A BRAND OF UNEQUALLED REPUTATION

A Sales Record of 60 Years from 1854 to 1914.

A nation-wide distribution and immense volume proves its continued popularity with the high grade smoker.

RETAIL MERCHANTS in the United States made, on the Sales of this Brand during 1913

$500,000

REYES DE ESPAÑA

Clear Havana Cigars

Lopez Hermanos
Makers

New York Office: 250 Fourth Ave.

Factory: Tampa, Fla.

COPENHAGEN

Chewing Snuff

We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

WEYMAN-BRUTON COMPANY

50 Union Square North **New York, N. Y.**

In a Class With the Melons

5c.-Rocky Ford Cigars-5c.

Delicious Flavor
Made at our Newark, N. J. Factories

We also manufacture at our several factories located at Pittsburgh, Pa. the celebrated

[Pittsburgh "FAMOUS" Stogies]

The jobber's biggest asset in the 2 for 5c. line.

Our 2 for 5c. and 3 for 8c. lines of CIGARS and STOGIES are so extensive that space does not permit mentioning

Write for full information and prices

UNION AMERICAN CIGAR COMPANY
28th and Smallman Sts. Pittsburgh, Pa.

G. S. Nicholas & Co.

41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

Graham Courtney

HAVANA CIGARS

They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company

135 West 42nd Street, New York

GREATEST SUCCESS IN HABANA'S CIGAR HISTORY

ROMEO Y JULIETA

RODRIGUEZ, ARGUELLES & CO.

A Success of Quality

THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD

U. S. Representative: Wm. T. Taylor, 93 Broad St., N.Y.City.

F. RODRIGUEZ Y CA. San Miguel 85, Habana, Cuba.

Manufacturers of the celebrated
"ELITE" Habana Cigars.

MAX SCHATZ
82 Maiden Lane New York

Sole Representative for United States and Canada.

CORRESPONDENCE SOLICITED

JUST THINK-5¢ BUYS A
LA FAMOSA
EQUAL TO ANY MILD 10¢
CIGAR

E. Kleiner & Co., Makers, New York

Fifth Avenue Cigarettes

The Union Made Cigarette of Quality
Bearing Union Label

Ten cents per package of ten. Mouthpiece, Cork Tip, Plain

Live Distributors Wanted

I. B. KRINSKY
207 North 4th Street . . . BROOKLYN

THE
Key West Cigar Factory
Factory No. 413, KEY WEST, FLA.

Office and Salesroom:
43 to 47 W. 33d St., New York

The Standards of America:

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts
Strong, Salt, Sweet and Plain Scotchs

MANUFACTURED BY
GEORGE W. HELME CO., 111 Fifth Ave., New York

HAVANA CUBA CIGARS

Vuelta Abajo "Castaneda"

CARDENAS & CO.
Main Offices and Factory: 102 Galiano Street Havana
London: 114 Grace Church Street
New York: 3 Park Row
DAVE ECHEMENDIA, U. S. Representative

T. J. DUNN & CO.

Makers of

The New Bachelor Cigar

401-405 E. 91st Street, New York

A Needless Expense

The payment of $1.85 per pound duty on your wrapper IS A NEEDLESS EXPENSE IN YOUR BUSINESS when you can obtain wrappers of such *high standard* and *merit* in BURN, QUALITY and YIELD as our

American Sumatra Wrapper

Don't lose valuable time if you want to make your business profitable for 1914.

Our Customers are already convinced. Let us convince you?

American Sumatra Tobacco Co.

131 Water Street, New York

MECCA Quality has placed the cigarette far beyond the reach of competition. MECCA Quality is giving "Perfect Satisfaction" to millions of experienced smokers. No sweeter—milder—mellower—more satisfying cigarette than MECCA has ever produced.

MECCA

Smooth Blend

CIGARETTES

"The Envy of All Cigarette Manufacturers"

MECCA, in the famous original Flat Package of 10 for 5c, is today the largest selling cigarette in America.

In the Nevil Package

20 for 10c

MECCA is the greatest cigarette value ever made in cigarettes.

TIGHT BINDING TEXT CUT OFF

MADE IN BOND

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

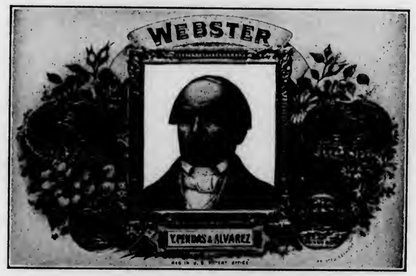
V. Guerra, Diaz & Co., Tampa, Fla.

Established 1867

Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA.

HAVANA CUBA

T&O COMPANY MAKERS

½ THE SIZE - ½ THE PRICE

LITTLE Wm Penn

THE NICKEL SIZE OF A GREAT 10c. CIGAR

5c. STRAIGHT

THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
Offices: 1020 SECOND AVE.
New York City

JUST A MINUTE!

Every Merchant now and then feels the need of a new 5 cent Cigar the first chance you have, put in

"COURTELLO"

Without any advertising this Cigar has met with great favor and everybody is talking about it—only lately have we been able to get them fast enough to supply the demand.

We have them in four sizes
LONDRES—INVINCIBLE—PANETELA and LITTLE COURTELLO

REID TOBACCO COMPANY, Milton and Altoona, Pa.

M. MELACHRINO & CO., Inc.

EGYPTIAN CIGARETTES

You Cannot be Mistaken if You Stock the Easiest Sold Cigarettes

M. Melachrino & Co., Inc., are purveyors and supply all the Courts, Embassies, 120 Clubs and 360 Regimental Messes throughout Europe

GRAND DEPOTS OF M. Melachrino & Co., Inc. { London, 8 Regent St., S. W. Capetown, South Africa | Calcutta, 10 Government Place Alexandria, Rue Cheriff Pacha | CAIRO, Head Office and Factory Hamburg, 18-20 Grosse Backerstrasse

AGENCIES IN THE PRINCIPAL CITIES OF THE WORLD PRICE LIST UPON APPLICATION

214-216 WEST 47th STREET, NEW YORK

THE TOBACCO WORLD

Vol. XXXIV. PHILADELPHIA AND NEW YORK, JULY 1, 1914. No. 13.

PITTSBURGH RETAILERS ENRAGED BY DISTRICT ATTORNEY'S TRICK

Fifty-two Retail Tobacconists Caught in Net—"Man-Boy" Used as "Stool-Pigeon"—Detective Dupes Clerks and Gets Names—Three Women Offenders' Names Withheld

PITTSBURGH, PA., June 26, 1914.

FIFTY-TWO retail tobacconists, drug clerks and three women were taken into custody yesterday on the charge of selling cigarettes and tobacco to minors, in one of the most spectacular and carefully planned raids that has ever been "put across" by a district attorney in this city. Tobacconists qualify the act as one of the most outrageous proceedings ever perpetrated in Pittsburgh in the name of the law.

District Attorney R. H. Jackson, who has come in for a tremendous "panning" at the hands of several of the city newspapers, secured a man-sized boy for a decoy and sent him around to the different stores to secure evidence. The decoy was trailed by two detectives and when it was difficult to get the names of the persons making the sale, one of the detectives would palm himself off on the unsuspecting clerk as a razor salesman, and under the promise of helping him increase his salary by boosting the sale of these razors would secure the name and address.

The district attorney tricked the dealers by sending out a man-sized boy six feet tall and weighing about 160 pounds, to buy cigarettes.

Upon the dealers selling goods to this full-sized imitation of a young man of twenty-eight years, they were promptly arrested by sleuths trailing in the wake of the decoy.

Many of the arrested dealers operated stands in the best known portions of the city and try their best to observe all the law's requirements for selling to the public.

They have found it difficult enough to prevent infractions by the efforts of boys and youths not permitted to buy cigars, cigarettes or tobacco, without the representatives of the same law plotting to have it broken, by tricking honest dealers into making inconsequential sales to a carefully selected boy, whom few could distinguish from a "regular" man.

An example of the ignorance of the district attorney's office in making the arrests appeared in the action of the law's minions in apprehending and detaining dealers in several instances who, because they were the only salesmen at work, were forced to close their places of business until they could make arrangements not to be molested further.

In one such case, a well-known store, established by one of the most representative and prominent business men of Pittsburgh, was closed three hours, resulting in considerable loss of money to the merchant and a great amount of inconvenience to customers. The clerk, who was deceived into making the sale to the imitation-man decoy of the district attorney's office, was the only salesman in the store at the time.

(*Continued on Page 20*)

TOBACCO GROWERS IN DESPAIR APPEAL TO CONGRESS FOR RELIEF

Farmers Want Government to Handle Their Tobacco Crops—Ask Investigation of Alleged Foreign Combination to Depress Prices—Speed Urged to Help Present Conditions

WASHINGTON, D. C., June 25, 1914.

ONE of the most remarkable requests in the history of American commercial affairs occurred yesterday, at the meeting of the special congressional commission headed by Senator Thomas S. Martin, of Virginia, to investigate the alleged combination on the part of European buyers to depress the prices for American tobacco.

The initiated are well aware that for several years the tobacco planters of Virginia, North Carolina and Kentucky, as well as other Southern States, who grow tobacco specially adaptable for chewing and pipe smoking purposes have labored under very peculiar conditions in the disposal of their crops. A large percentage of the annual crop finds its way to foreign markets and in a number of cases, notably countries like Italy, Austria, France and Turkey, where the government has a tobacco monopoly, the "Regie" so called is a large purchaser of American tobacco, so that the number of customers who take thousands of bales for European consumption, is very small, although their purchases are tremendous.

The American growers have noted with alarm for some time, an apparent unanimity of action on the part of these foreign buyers, as far as the prices of tobacco were concerned, and a disposition on the part of the foreigners to make a price for themselves or one and all refuse to buy.

As these buyers were in reality representatives of foreign governments who were on friendly terms with the United States, the tobacco growers made it an international issue and appealed to Congress for relief. A commission was appointed, headed by Senator Martin, himself a Virginian, and the whole situation has been carefully investigated. Naturally nothing of a definite nature has yet been made public, but yesterday the commission invited the growers to come before them and suggest some methods which they believed would prove efficacious.

This action on the part of the commission, while apparently quite regular and necessary, seemed to stir the growers to desperation. They want action, not investigation, and to that end begged the commission to get busy and take over the disposition of their crops as a government job. A suggestion was made that a United States commissioner be sent abroad and be empowered to deal with tobacco buyers as well as governments who control a tobacco monopoly, and the belief is that such a commissioner, coming from the United States, could exact a fair price for American tobacco where others could not demand it.

The growers admit that they have planned and tried every possible means to get a fair price for their tobacco, and that their efforts have been futile. They have undoubtedly made a fair presentation of their case, for they are now willing to surrender their individuality as growers and business men into the hands of the United States Government and like Poor Lo of the Western Plains, look to the Great White Father for relief.

CAPITOL.

Detroit Ranks as Third Cigar City

DETROIT, MICH.

DETROIT is one of the principal tobacco manufacturing cities of the country. It ranks third in the production of cigars, which averages about 1,000,000 a day, and in all of the branches of the tobacco industry about 8,000 men and women are employed.

During 1913 the factories of this city made more than 300,000,000 cigars and 27,500,000 pounds of smoking and chewing tobacco. Both the cigars and tobaccos have a fine reputation in all parts of the country, shipments being made from here to every State and Territory.

The manufacture of tobacco in Detroit is one of the pioneer industries in which the late Mayor M. I. Mills, late Governor John J. Bagley and the late Daniel Scotten were pioneers. Each started in a modest way and built up great establishments and fortunes through tobaccos and cigars. Detroit has the honor of being the home of the first factory for the production of high-grade cigars west of New York City.

More Than Four Hundred Factories

In the First District, which includes a few outside of the city, there are upwards of four hundred cigar factories and four big tobacco factories. The cigar factories run all the way from the small one in which the members of the household are employed to the modern buildings in which as many as 1,600 men and women work at the trade. Some of the small cigarmakers also have a license as tobacco manufacturers, making their own scrap for the market, since that form of tobacco has become so popular among the chewers.

None of the older industries of Detroit has shown a greater growth than the manufacture of cigars. A comparatively few years ago a small sign in a stairway disclosed the fact that there was a cigar factory in the loft. There a few hands worked in old-fashioned surroundings, with little fresh air and very poor light. The modern cigar manufacturing plants are among the best lighted and ventilated buildings in the city. Even ventilating systems are used to carry off the smell of the tobacco and supply clean and pure air at frequent intervals. Where it is possible there are ceiling as well as side lights, and artificial lighting is needed only in the early and late hours of the winter months.

By midsummer all of the big cigar factories will be located in the northeastern part of the city. The help lives in this section and the first factory to establish there found it easy to take the pick of the workers because of the saving in car fare and time to them, so the others naturally saw it was to their advantage to take the same steps. The oldest of the factories is the last to move and the new building for it will be ready for occupancy next month. Upwards of 4,000 women and men walk to and from their work, living less than a mile from the factories.

Tobacco manufacturing in this city gives employment to hundreds who are not directly employed in it. For the cigarmakers there are the boxes, labels, other printing and shipping packages. For tobacco there are the caddies, cases, paper packages, tin boxes and a large amount of printing and lithographing.

One factory here is engaged in manufacturing caddies for plug tobacco with an output of 1,500 a day or 500,000 a year, and these hold from three to thirty pounds of plug. So as not to make any change in the taste of the plug a wood without flavor has to be used and the sycamore and gum wood from the South are brought here for the purpose.

It took more than 6,000,000 boxes to hold the cigars made here in the last year, the average box being the 50 size. Printers and lithographers were kept busy furnishing the trimmings and labels for the boxes. Some plants here make only shipping cases for the cigar and tobacco factories, both wood and fiber being used.

The cigar and tobacco business have been picking up since the early part of May. Telegraphic orders are being received by some of the factories, which is regarded as a good sign. Naturally the condition of the country outside of Detroit had some effect during the early months of the year, but the cigarmakers now are producing more than 1,000,000 a day and the tobacco companies report plenty of orders. One cigar factory received a single order for 1,000,000 cigars last week, which is said to be the biggest on record.

The Tobacco Crop in the Caucasus

The tobacco crop in the Caucasus in 1913 is estimated to have been between 14,000 and 15,000 tons. The quality was better and prices from 30 to 50 per cent. higher than in 1912. Prices for the Trebizond variety ranged from 14 to 26 cents a pound, and of the Samsun varieties from 20 to 50 cents a pound. The crop in Kuban Province amounted to only 4,800 tons, or about half the ordinary crop; but the quality and prices were good, the latter ranging from 6 to 17 cents a pound, or 30 to 50 per cent. higher than in 1912. The crop in the Sukhum District was about 6,000 tons, a little less than in 1912.

The greater part of the tobacco exported went to Egypt and the remainder to Germany, France, England, and the United States. Continental and Egyptian interests are purchasing tobacco for manufacture abroad.

"Sanchez y Haya," Best & Russell's Leader

"Sanchez y Haya" is the leading Havana brand of Best & Russell, the Chicago jobbers, and they are pushing the same this summer in a strong manner. Following the usual method of procedure, which is one of the peculiar features of the company, special salesmen have been sent into the various districts of the city which under other circumstances are under the control of the regular territory managers. Best & Russell, however, go on the theory that in pushing a particular cigar it is better to have salesmen on the job who can think or talk nothing else than the one cigar which they have been instructed to boom. The plan works well, and has been in use by Best & Russell for some time.

A violent fire broke out on a farm at Avelina, recently, located near Guira de Melena, Cuba, destroying two tobacco houses and 13,000 bundles of tobacco. Six thousand of the bundles were wrappers, while the remaining bundles were fillers. The cause of the fire is not known.

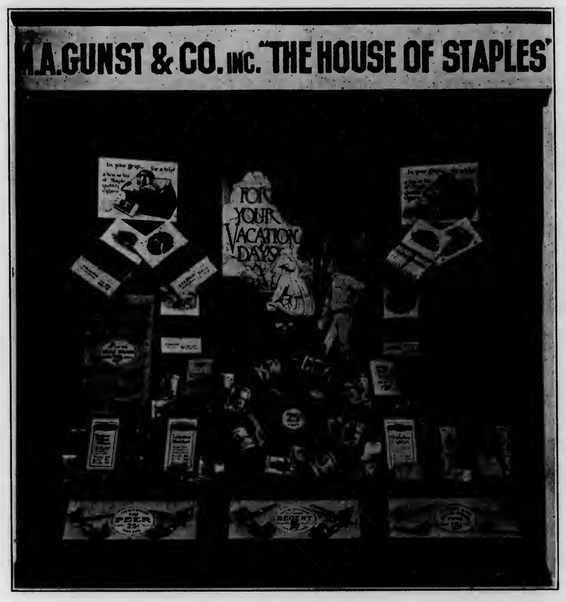
We recently came across the following, credited to our old friend, Luke McLuke: "The man who buys a cigar just because there are a lot of Spanish words and gold dingbats on the box, is the same fellow who cops out a flock of fluff, feathers and excelsior and thinks he is getting a wife!"

Vacation Days Suggest Window Displays

M. A. GUNST & COMPANY, "The House of Staples," has recently run some excellent window displays featuring smokers' supplies for vacation days. Well arranged pipe boards, smoking tobacco artistically placed, cigars in boxes and tins, and cigarettes formed the basis for this attractive exhibit.

An attractive poster with a couple of window cards that were sure to catch the eye, added to the strength of the display. As a result of this work summer business has shown a healthy improvement in the stores of "The House of Staples," and further, it is being demonstrated that vacation days can be made to pay—and pay big—instead of affording the dullest season of the year.

The display shown herewith has been well featured in several of the Gunst stores in San Francisco with very satisfactory results.



New Cigar House for Charlotte

M. H. CAGLE, W. M. Pattison and Walter Holbrooks, all experienced tobacco salesmen, have accepted positions with the Pinnix Cigar Company, the new wholesale tobacco dealers, of Charlotte, N. C., and in the future will be affiliated with this corporation.

Mr. Cagle will travel in North Carolina; Mr. Pattison in South Carolina, and Mr. Holbrooks will look after the city trade.

Messrs. Cagle and Pattison are both well known to the trade throughout the Carolinas and it is certain that they will succeed with the new company. Mr. Holbrooks is one of the most expert tobacconists in the city and the fact that he will look after the city trade will insure the new concern of a splendid share of business.

The Pinnix Cigar Company, which recently secured quarters at 26 South College Street, is moving rapidly ahead with its plans for the diligent and effective handling of this territory. The gentlemen who are behind this enterprise are able and expert, have been engaged in the business for many years, are well acquainted with conditions throughout this territory and have ample backing. That they should develop an elegant business goes without saying.

Cigarmaker Establishes New Record

According to the latest reports the world's record for the number of cigars made by hand in a single week belongs to Edward Cornish of Guthrie Centre, Iowa. This energetic individual is accredited with having turned out 3,700 cigars in a single week, beating all previous records.

The record heretofore has been held by Butler, of California, who made 3,600 in one week. While Cornish was making his record, Edward McLuen, who worked beside him, made 3,500 cigars.

McMahon, Vice-President of Reid, Murdock & Co.

JOHN McMAHON, former manager of the cigar department of Reid, Murdock & Co., of Chicago, Ill., was elected vice-president of the company at the last meeting of the board of directors. The honor comes in recognition of the years of successful service for the company which have been given by Mr. McMahon. He has been with the firm for more than thirty years and has spent most of that time in the cigar department. He started in the old days when John Wardlow was manager of the department. His rise was rapid and in time he was chosen as the manager of other departments as well as the cigar department. He is one of the best-known cigar men in the city who supply the trade out of wholesale groceries. His successor to the cigar department has not been chosen.

Woman Runs Snuff Factory.

SOUTH BEND, IND.

This city has a unique industry which, according to Peter J. Kruyer, United States Revenue Collector, was one of the reasons for bringing the Revenue Office to South Bend. The only snuff manufacturing firm in the seventy-nine counties which comprise the Seventh Revenue District is situated here. It is one of the few industries of the kind in the United States. The local snuff factory is run entirely by a woman, Mrs. A. Soderberg. Her husband, an employee of a local factory, had been a user of snuff for many years, and finally Mrs. Soderberg decided to begin its manufacture, although she despises the drug. The gross annual business of the concern today is $15,000, of which $2,000 must be paid to the Government in taxes.

C. W. Phillips & Company Sell Factory

C. W. Phillips & Company of Morgantown, W. Va., have sold their stogie factory to C. L. Phillips & Company.

C. W. Phillips will continue in the retail business and will open a second store in the near future.

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In olden times an occasional head rolled in the sawdust because that unfortunate being had offended the cranky king by daring to smoke tobacco. These "Divine Right" rulers knew nothing about tobacco, but took it for granted that if it gave pleasure to the users it must be bad for them. Hence a sojourn in the Tower while the sawdust was being laid and the axe ground. Today royalty provides a majority of the orders for the finest and most expensive cigars made. How times do change!

The Divine Right of Kings

We now observe a sudden impetus to the movement for the abolition of tobacco in all its forms. One enthusiastic reformer says, "Tobacco is the worst vice of civilization." A few years ago it was being said about dancing, liquor, white slavery and half a score of other things that at that time were the objects of fanatic outbursts.

Time has laid a heavy hand on the "Divine Right" apostles, and civilization has put into practice a number of theories that have worked out most unfortunately for the king business.

Back in 1776 the ancestors of some of us fought the "Divine Right" idea to a finish, established a government under a new hypothesis, and mentioned "certain unalienable rights."*

We are furnished the most astounding information by one critic in regard to tobacco and must admit that if all this is true, there is certainly need for investigation. Read what he has anted into the reform jack-pot.

"Tobacco directly results in asthma, rheumatism, dyspepsia, nervous disorders, tuberculosis, blindness, epilepsy, cancer and insanity." We might ask, and pertinently, too, why a large percentage of fatalities from these diseases occur among non-smokers! Wars, plagues, floods, volcanic eruptions, social conditions and poor old Heredity are now relegated to the background. A new film flashes on the screen, and behold! Tobacco lazily conniving with old Charon amid the luxurious surroundings of the "Houseboat on the Styx." The prosperity of Charon y Ca. is now explained.

Some doctors do say that the "cost of high living" has considerable to do with the Styx ferriage business, but then what do doctors, who have devoted their lives to the study of diseases, know when compared with the erudite reformers?

The use of tobacco, as practiced by gentlemen, is not a matter to be regulated by religious bodies or any others for that matter, as far as we can see. The use of tobacco is abused, but so are many other more important things. We overeat, we oversleep, we overwork; we are in many things an intemperate nation. Education often changes these standards, but it seems the height of fanaticism for one man or a body of men to set themselves up as judges of the rest of creation.

We cannot see tobacco as a moral or religious issue and as long as the users of it continue to turn in some $76,000,000 annually for the privilege of smoking, we do not anticipate any sudden abolition of its growth or manufacture, even under the present administration.

The "Divine Right of Kings" idea seems to be transcending the hypothesis of our ancestors who wrote that they held certain "truths to be self-evident."

Strike in Porto Rico Ends

THE factories of the Porto Rican-American Tobacco Company in Porto Rico are once more open and running, and the many dealers who have been short on the products of this company are now looking forward to an early recovery.

The strike was the longest and one of the most serious that has ever menaced the industry in Porto Rico and has had an effect that will be far-reaching among the cigarmakers on the island. As a result of the situation the officials of the company are now preparing to open factories in the United States in order to manufacture some of the goods formerly made in Porto Rico. Although the Porto Rican factories are now open it is said that the full force will not be operated for a long time. The company, as a result of the strike, was forced to cancel a large number of its orders, and it will take some time for them to recover from the loss of business, and to supply the back orders that remain uncancelled.

The strike was settled by both sides making concessions. The company has allowed an increase on several sizes that will total an increased manufacturing cost of about $10,000 a year. On the other hand, the strikers conceded many points that they embodied in the original ultimatum.

*See Declaration of Independence by T. Jefferson et al.

AUGUSTUS HEINTZE, the erstwhile copper king, is one of the most unique characters it has ever been my good fortune to meet.

He has a special fondness for two things, litigation and good cigars, but he absolutely despises sleep and his closest friends say that if Heintze gets a fifteen-minutes' nap in a chair it quite suffices him for twenty-four hours.

Formerly he smoked nothing but "Boldt's Specials" in the way of a cigar and he smoked them constantly, but in the last few years he tells me he has switched his brand and now consumes "Bock Invincibles" by the daily score. He advanced a curious reason for his change, stating that his physician told him that his peculiar palate required that he smoke only an imported Cuban cigar to get the requisite amount of moisture in his throat. This reason gave me a laugh if nothing else.

Bob Appleton, the cigarette man, who is close to Heintze, told a neat one on him the other day which should bear repetition. It seems that on the fateful day several years ago when the crash in the Heintze fortunes culminated, Heintze and Appleton walked up Fifth Avenue together and just as they reached the Waldorf entrance a newsboy ran up to them with "extras." Heintze bought a paper and there across the top in flaring display type was the caption "Heintze Loses $17,000,000." F. Augustus thrust the paper toward Appleton, pointed at the heading and remarked: "My, Fritz is careless with his money. Let's go in and have a smile."

And they did.

* * *

There is a cigar manufacturer on Fourth Street, this city, who makes a specialty of making freak smokes for those who enjoy a more or less "practical" joke at the expense of their friends.

While it must necessarily be that he does not get in at the "killing," it sometimes happens that the perpetrator relates the story of it to the manufacturer.

One of the latter cases came to my attention recently.

My good friend McClosky is a lover of cigars, provided they are of sufficient strength to give, as he says, "that satisfying quality, mostly found in pipes."

Our mutual friend, Mr. Scull, thought it would be a rare pleasure to add a little artificial strength to some well-cured leaf by the addition of a few rubber bands.

With this thought in mind he sought the cigarmaker, and requested that he make a cigar with the strongest ingredients possible, and to make sure that the strength was there, to include a few of the said rubber bands.

In course of time the cigar was finished and Mr. Scull was ready to present a really very fine cigar. About that time Mr. McClosky was encountered in the cigarmaker's shop, having a few of his own private brand made ready for legitimate use.

With smiles and pleasantries Mr. Scull proffered the cigar, and in accordance with desires and according to custom Mr. McClosky accepted, clipped the end off and gave a few satisfactory pulls.

"That's a good cigar, Mr. Scull," said my friend, "is it your own special brand, or just one you were trying?"

"Oh, -er, yes, John; a special brand I was trying out," replied Mr. Scull, "and knowing you were a judge of good cigars, I wanted your opinion."

By this time the odor of burning waste and rubber was enough to choke the bravest fireman, but my friend continued to puff with a considerable show of pleasure, and we were at a loss to understand why the taste did not penetrate even the seasoned mucus of this inveterate smoker.

To clear my own throat and kill some of the prevailing odor I lighted a cigarette for my own use and proceeded to breathe in deep inhalations, as I felt that this was much more agreeable than the gum-soaked weed that was burning so freely close beside me.

Just once did the trace of a smile flicker over the face of the supposed victim, and that was when he remarked, "my, but that cigarette seems to be worse than the average."

So all the way down to the end did my friend smoke that atrocious cigar, with never a word or gesture that would indicate that it did not contain the best that nature could produce, and having thrown away the stump he nonchalantly seized Mr. Scull by the arm and said, "Well, after such a good cigar I feel that it is up to me to ask you what you are going to have."

* * *

One of the questions which is much discussed among the managers of high-grade cigar stores is whether or not full boxes should be kept in the case. Both methods are used, and various arguments are brought forth in support of both sides of the question.

The cigar men who support the full case viewpoint declare that an appearance of plentiness always invites trade. In this respect it might be remarked that almost without exception the various clubs of Chicago keep full cases. Some of them do not, it is true, but the most of them are strong for the full case side. Not a few of the high-class grills and restaurants also observe the same rule, while at least three of the leading downtown hotels keep full cases.

By far the larger portion of the hundred of dealers in this city, however, give customers cigars directly out of the case. In Chicago the usual custom is to throw out two or three cigars, or even more, if the customer looks like he might buy a quarter's worth.

THE ONLOOKER.

Motor Car to Deliver "German Lover" Cigars

Charles Soby, the well-known Hartford, Conn., manufacturer of the famous "German Lover" and other brands, has recently purchased a Packard commercial automobile for use in delivering the heavy orders on his brands.

Beneath the caption "German Lover Cigars," is painted a reproduction of the label of this brand. The Union Label and the Internal Revenue Stamp are also shown. The name "Charles Soby" appears on that part of the body which protects the driver's seat, while beneath this is a list of Mr. Soby's brands, which includes "Soby's Best," "German Lover," "Our Bachelor," "Blue Ribbon," "Old Mill," "White Statue" and "Principes."

Pittsburgh

Vacations Make Trade Dull—Wanted to Sell Cigars to Ladies' Club—Afco Store Makes Display on "Camp" Cigarettes

THERE is not much improvement in business in Pittsburgh, as quite a number of people are going away on their vacations.

A. Reuben & Company, the well known cigar jobbers of this city, had a very disastrous fire this week. The first two floors of their five-story building were entirely gutted out. The loss will amount in the vicinity of $15,000. They are continuing business next door to their present location with the assistance of Siller-Narten-Barnes and L. Goldsmit Brother & Company.

The Bock-Stauffer Company claim they will have the biggest June in the history of their business owing to the big campaign they are having on several of their stogies. Mr. Beggs is now the foreman of their stogie factory and they are putting out some of the finest brands in the city.

The Elks had a very large picnic at Idlewild Park on June 23rd. Included in the Elks were the following well known Pittsburgh cigarists: C. J. Moye, U. H. Stauffer and Leo. J. Spuhler. Mr. Stauffer will leave for Denver on July 13th to attend the National Convention.

While calling on the fashionable clubs in the Schenley Farms District of this city, H. V. Merriman and L. K. Bock, of the Bock-Stauffer Company, had quite a novel experience. They were selling a new size of the "Webster" cigar, made by Y. Pendas & Alverez. Among the clubs they called on was the Twentieth Century Club. A young lady answered the door and Mr. Merriman asked to see the steward. The young lady replied that she was the secretary and wanted to know their business. Mr. Merriman told her his business and the young lady stated that they did not smoke cigars, as this was a strictly ladies club. Of course, the joke is on Mr. Merriman.

Reymer Brothers have some very nice window displays this week on Sanchez & Haya cigars and pipes.

The Jenkinson store, on Wood Street, is featuring "El Verso" cigars.

The Afco Cigar Company had a very nice window display on "Camp" cigarettes. This cigarette is manufactured by the Camp Importation Company, of New York. Mr. Sudgen, their representative in this district, is getting quite a nice business on same.

The Siller-Narten-Barnes Company at the present time are having a large campaign on "Henos" and "Pittsburgh Scouts" stogies. These stogies are banded and should sell very readily, as they have the quality.

The cigar department of the Kaufmann-Baer Department Store have taken on the "Camel" cigarettes, and should have quite a success with this brand.

Reymer Brothers have taken on the "R. B." cigars, manufactured by Rosenthal Brothers, of New York.

The following visitors were in town: J. H. Gollner, M. Marsh & Son, Wheeling, W. Va.; S. M. Lennox, Garcia-Pando Company, Tampa, Fla.; Stephen Herz, Bustillo Brothers & Diaz, Tampa, Fla.; L. B. McKittrick, M. Melachrino & Company, New York; A. A. Gumpert, Gumpert Brothers, Philadelphia, Pa.; Preston Herbert, American Cigar Company, New York; Mr. Weideman, Rosenthal Brothers, New York; Ben. L. Heime, L. Ash & Company, New York; C. Rosenfield, "Charles the Great" Factory; Morris J. Levi, Levi-Kafton Company, New York and Porto Rico.

Cleveland Jottings

The Fred G. Gollmar Cigar Company have just completed the purchase of the Snyder Cigar Company, located at 748 Euclid Avenue. They are already operating the stand and should make a "world beater" out of it, as this is one of the best cigar locations in the city.

Verne Owen, who formerly run the Gollmar Cigar Company's stand in the Rathskeller, is manager of the 748 Euclid stand.

Frank Keyes purchased the lease on the Snyder Cigar Company on the Cuyahoga Building stand, and has started operating at this location. Mr. Keyes formerly operated the cigar stand in the Euclid Hotel.

Fred P. Shields, of the Shields-Wertheim Company, is just recuperating from a severe attack of blood poisoning. He expects to be out shortly and will be on the territory again with "Saramitas" and "Saramita Fives."

J. B. Shields, of the Shields-Wertheim Company, is spending his summer vacation at the Maplewood Beach Hotel.

Fred Singer, of S. Rossin & Sons, was in town the past week.

Hiram Hammer, of Corral y Wodiska Company, was also in town the past week.

JERRY.

Pittsburgh Retailers Enraged

(Continued from Page 15)

The "raid" is declared a persecution instead of a prosecution. Without warning or notice of any kind, the mansize "boy" was sent around to make his purchases, following which the dealers, themselves as good citizens as these, their own employees of the district attorney's office, were brutally taken into custody. It is figured the "income" to the county in "fines" will be not less than $1500, with $50 "expenses" deducted, representing the people's money spent in "purchases."

Broadway Smoke House Featured "Charles Denby" Cigars

"Charles Denby" cigars, one of the "Big Four" of the nickel goods on the Coast, has been receiving considerable attention in Los Angeles recently. The Broadway Smoke House, at Second and Spring Streets, has been featuring this brand with remarkable success. Haas-Baruch Company have the distribution for "Charles Denby" in Los Angeles territory and are much pleased with the results that are coming in on the brand.

Tobacco Men Elect Carrington for Another Term

The annual convention of the United States Tobacco Association closed at Lexington, Ky., on June 19, with election of officers, at which T. M. Carrington, of Richmond, Va., was chosen to again head the organization. Secretary-treasurer G. N. Webb, of Winston-Salem, N. C., also was re-elected.

The last day of the convention was spent in an inspection of the local market, visits in automobiles to various country estates and a survey of the Fayette County tobacco crop. The delegates were the guests of the Burley Tobacco Society at a luncheon.

Immediately following the luncheon, the election of officers was held, after which final adjournment was taken. Officers elected besides the president and secretary-treasurer are: W. L. Petty, Lexington, first vice-president; R. P. Wilson, Wilson, N. C., second vice-president, and A. B. Eggleston, Drake's Branch, Va., third vice-president.

The directorate chosen is composed of: W. T. Read, Richmond, Va.; A. P. Thrope, Rocky Mount, N. C.; W. O. Mitchell, Oxford, N. C.; J. L. Wingo, Richmond, Va.; A. B. Carrington, Danville, Va.; S. W. Venable, Durham, N. C.; W. L. McGill, Petersburg, Va.; A. B. Patton, Darlington, S. C.; G. S. Northfleet, Winston-Salem, N. C.; J. I. Miller, Winston-Salem, N. C.; C. O. Tuck, Louisville; J. T. O'Brien, Louisville; M. H. Irvine, Lexington; H. E. Spillman, Huntington, W. Va.; A. B. Flickin, Greenville, N. C.; A. B. West, Kingston, N. C.; W. J. Rogers, Warrenton, N. C.; J. M. Edmunds, Wilson, N. C.; C. A. Walters, Virginia; M. R. Cotton, Louisville, and J. A. Clark, Central City, Va.

The nominating committee was composed of Messrs. H. E. Spillman, N. R. Cotton, A. B. Carrington, G. T. Patton, W. C. Read and W. L. Petty.

Joseph L. Herwitz Marries

Joseph L. Herwitz (a cigar manufacturer and president of the Business Men's Association of Lynn, Mass., was recently married to Miss Sadie Hermann. Mr. and Mrs. Herwitz are spending their honeymoon in the South, and upon their return will reside in Lynn.

"Charles Denby" Denver Office Closed

Announcement is received from H. Fendrich, Evansville, Ind., manufacturer of the noted "Charles Denby" cigar, that the Denver branch of the company has been closed, Robert E. Read, in charge there, having been recalled to the Evansville plant to assume the position of general sales manager. The closing of the Western office will not affect the company's interests in the Far West and Coast, inasmuch as this territory will still have its personal representative as in the past. Mr. Read is to supervise the whole selling staff of the factory.

Rice Tobacco Factory at Greenville Burned

Greenville suffered the most serious loss by fire in recent years when the factory and adjoining buildings of the S. E. Rice Tobacco Co. was destroyed on June 19. It is not known how the fire originated, but despite the fact that several streams of water were played on it from the beginning the buildings and contents were a complete loss.

The S. E. Rice Tobacco Co. is the successor of the E. Rice Tobacco Co. The loss is $35,000, fairly well covered with insurance. The plant will be rebuilt.

Successful Campaign on "New Bachelors"

Isidor Frolich, J. T. Dunn & Co. representative, recently closed a five weeks' campaign in Milwaukee, Wis., on his company's renowned "New Bachelor," aided by the sales staff of John Hoffman & Sons Co. Many friends were made by Mr. Frolich during his stay. He states that one of the principal factors in making the campaign a success was the cigar cutter deal, which aided materially in the reaching of the 300,000 mark, this being the number of "New Bachelors" placed.

July 1st has been the date set by Lewis & Whitaker for the opening of their cigar jobbing house, located on lower Main Street, Salt Lake City. The new firm, which is comprised of Don R. Lewis and J. G. Whitaker, will have the exclusive Western agency for "Zaphiro" cigarettes and the agency in this vicinity for "La Mega" cigars, the well-known brand of V. Guerra, Diaz & Co.

Philadelphia Notes

W. C. Saunders, of the Cortez factory, was a Philadelphia visitor this week.

Albert Falk, of the Falk Tobacco Company, spent several days in the Quaker City recently.

Sig. C. Mayer has just returned from Chicago, where he landed some splendid orders on "Rey-Oma" and "Rey-Oma Ponies" cigars.

A. A. Gumpert, of the firm of Gumpert Brothers, manufacturers of "La Morena," "Full Weight" and "Pure Gold" brands, is in Atlantic City for a brief sojourn.

Morris D. Neumann, of the firm of Neumann & Mayer, has recently returned from a trip to Boston, where he states he found business good and received some fine orders for "El Tello" and others of his brands.

More sizes of the "Alona" cigar, made by the Gene-Vall Cigar Company, have been added to the stock of the cigar departments of the Acker stores. Seven sizes of "Alonas" can now be supplied.

Robert E. Lane, of "Partagas" fame, was "noticed in our midst" recently. After a glance at his order book Mr. Lane remarked that Philadelphia smokers were showing an increasing affection for "Partagas" products.

Burdsall & Adams, of Media, who manufacture the "Blanduro" cigar, report an increase in business and look for some big orders in the fall. According to their statement June has been a banner month this year, despite general conditions.

Frank Roland, representing Lopez, Hermanos & Company, Tampa, Fla., closed some attractive accounts while in Philadelphia, and the Market and Juniper Streets store of Yahn & McDonnell are featuring the "Reyes de Espana," manufactured by this firm.

The Manhattan Cigar Company, 111 South Broad Street, Philadelphia, have an unusually attractive window display on their recently added line of Garcia & Vega, which is being carried in eleven sizes.

A number of delegates from the West and Middle West which attended the conventions held in this city recently, were quick to recognize an old friend and bought liberally.

Gallagher Company to Come to Philadelphia

According to a report received from Dallastown, Pa., the D. A. Gallagher Tobacco Company, of that place, will shortly transfer its activities in or near Philadelphia, where a new factory will be opened. It is also stated that E. S. Sechrist, a manufacturer of stogies, trading under the name of the "Commercial Cigar and Stogie Company," will take over the entire Dallastown plant of the Gallagher Company. Mr. Sechrist will still continue his stogie business.

Walter Chappell, Seattle, Wash., says that he is much pleased with the success which has attended his new five-cent Havana cigar, the "C. C. C.," which he has just recently placed on the market. The new brand is manufactured by P. Pohalski & Company, of New York, for Mr. Chappell, and derives its name from the initials of the Chappell Cigar Company.

Big Month for "Havana Ribbons"

BAYUK BROTHERS COMPANY are closing their books on the largest month's business ever experienced in the firm's existence on "Havana Ribbon" sales; the final figures for June showing a very material increase over the returns for any previous month.

Conditions throughout the various territories are in excellent shape, their different representatives being well pleased with business on the brand and are very optimistic for a continuance of active sales during the balance of the year.

D. S. Achenbach, Pennsylvania and New York representative, called at headquarters this week in an effort to secure more prompt shipments of "Havana Ribbons" for his trade throughout both territories.

A. G. Bucher, Iowa and Nebraska representative, has reached Lewisburg, Pa., for his summer vacation. Mr. Bucher has been phenomenally successful in securing a large increase in "Ribbon" business in his Western territory and states that he has only commenced marketing the brand.

The many friends of J. C. Revercomb, Southern representative, will be sorry to hear that he is at present in poor health and has been ordered by his physicians to Saranac Lake, N. Y., for an extended vacation.

Sanitary Cigar Paste Found

WASHINGTON, June 25.

That the cigar mold which under some conditions proves so troublesome to manufacturers is caused by the kind of paste in common use and can be prevented by preparing this paste with a solution of boric acid has now been demonstrated to the satisfaction of scientists in the United States Department of Agriculture by recent experiments. These experiments were undertaken by the Department because of the loss that the mold, which usually appears about three days or more after the cigars are finished and boxed, frequently causes manufacturers. Even if the presence of the mold is discovered before the cigars leave the factory it must be wiped off by hand—an expensive and time-consuming process.

The investigators found that the mold was most frequent on the "head" or closed end of the cigar and that the veins and elevated portions were more subject to infection than other parts of the wrapper. It was also found that warm, humid weather favored the appearance of the mold.

For a good working solution of boric acid the proper proportions are an ounce of dry acid to one and three-quarter pints of warm water. The acid should be stirred until it is thoroughly dissolved and the solution should then be used in place of water in making up the paste. Care should still be taken, however, not to smear the cigar with paste, for the boric acid has a tendency to crystallize, giving to the cigar the appearance, though not the reality, of mold.

Bernard M. Cohen, of the Lesher Cigar Manufacturing Company, of Detroit, has recently returned from a trip through the West, where he met with success in placing the firm's brands.

In order to interest the tobacco farmers at Naguilian, La Union, P. I., and vicinity, in the selection of the best seed, a tobacco improvement campaign will shortly be waged throughout La Union. According to the report received from I. C. Root, Agricultural Inspector, Bureau of Agriculture, tobacco seed is being collected from two hundred plants at Naguilian, La Union, via the bag method, it being stated that some excellent tobacco is grown in this vicinity.

Another Store for Yahn & McDonnell Chain

THE cigar store at Delaware Avenue and Market Street, which was for many years owned by A. Runge & Company, and recently purchased by Yahn & McDonnell, will be under the management of R. M. Crane.

For the past ten years, Mr. Crane has been identified with the M. J. Dalton Company, in their Fifth and Chestnut Streets store, and is well equipped to handle the high-grade cigars which compose the stock of the Yahn & McDonnell stores.

Among the more prominent brands which will find a home under the new owners will be the "Hoyo de Cuba," "San Martin & Leon," "Regreso," "Tadema," "Reyes de Espana," and other high-grade Tampa-made cigars.

Another A. Runge Store Changes Owners

The cigar store located at Delaware Avenue and Chestnut Streets, which until recently was owned and operated by A. Runge & Company, has passed into the hands of H. Kotlikoff, who makes his debut as a high-grade cigar and tobacco dealer.

The policy of the store will not be changed, and the same high-grade cigars will be carried as heretofore, in addition to a fine line of pipes, smokers' articles, etc.

Such well-known brands as "Made in Bond," of Sanchez & Haya Company, Jose Lovera, F. Lozano, Son & Company, E. Regensburg & Sons, as well as the Philadelphia-made nickel cigars from such well-known firms as Otto Eisenlohr & Brothers, Bayuk Brothers, Allen R. Cressman's Sons, J. F. Portuondo Cigar Manufacturing Company, and Bobrow Brothers.

"Chicos" in Tins Going Good

The J. F. Portuondo Cigar Manufacturing Company, 1110 Sansom Street, Philadelphia, who recently tried the experiment of packing their leading nickel cigar "Chico" in tins, has met with such hearty approval from their jobbers and distributors that in future these goods will always be packed in this manner.

The package of twenty-five's has met with especial approval for vacation purposes and to smokers who desire their favorite smoke for week end and vacation trips.

Mr. and Mrs. J. Durbin Acker will leave town on July 10th to spend a few weeks at Eaglesmere, Pa. Mr. Acker expects to return to town about August 2nd.

Terry Boosts "Sanchez y Haya" Made in Bond

W. TERRY, JR., of the well-known firm of Terry & Duncan, Tenth and Chestnut Streets, Philadelphia, distributors for the Sanchez y Haya Company, Tampa, Fla., recently spent some time among the resorts along the Jersey Coast featuring this line of "Made in Bond" cigars.

Mr. Terry states that all the former dealers which handle the product of Factory Number 1, Tampa, have duplicated, and several new accounts have been opened.

One advantage which accrues to the retailers, and which was commented upon throughout the Coast territory, is that the "Made in Bond" stamp which is affixed by the Government, guaranteeing the tobaccos to be clear Havana, has had a tendency to strengthen the brand in the minds of the consumer, and consequently a larger distribution is looked for than in any previous year.

"Reynaldo" Leader Off for Coast

W. S. Luckett, of Luckett, Luchs & Lipscomb, is en-route to the Pacific Coast, and will stop only at the larger distributing centers while away.

A splendid lot of orders were received at the Philadelphia office of this firm on Monday of this week, as the result of Mr. Luckett's efforts while in Chicago and St. Louis.

J. J. Shea Back at Office

The many friends of J. J. Shea, sales manager of Bayuk Brothers, will be gratified to learn that he is once more at his desk at Third and Spruce Streets.

He is working away on reports for the biggest month that the "Havana Ribbon" factory has ever had, and his indefatigable energy is making itself felt in every department. Mr. Shea is to be congratulated on his quick restoration to health.

"A. J. Cassatt" Orders Keep Factory Busy

Baum Brothers report business fair with "A. J. Cassatt" cigars receiving the heaviest call.

Nathan Baum has just returned from a trip up-state and brought with him a well-filled order book. J. Mathews has brought to a close a very successful campaign on "Coiner" and "A. J. Cassatt" brands with W. H. Strauss, their jobber in the Johnstown territory. Mr. Mathews will conduct a similar campaign for the Smith & Keffer Company, of Harrisburg, Pa.

San Francisco

Edward Wolf Says "Business Is Getting Solid"—Manila Goods Find Ready Sales on the Coast—"Smoky" Heilbronner Hits the Town—Jack Hopkins Doing Fine With "El Palencias"

SAN FRANCISCO, CAL., June 20, 1914.

TO be a good salesman you do not have to be a jolly good fellow now-a-days, according to one of the best known and respected cigar merchants of San Francisco. The business is being done on such a close margin, and the jobber has to sell such big quantities of the goods to make but a little profit, that it is simply impossible to include the expense of joy-rides and lobster dinners in the estimate, and still have a fair chance to land the order. This idea of doing business on a strict business basis has been now so generally accepted that the traveling salesmen representing their houses in their allotted districts are not allowed any unreasonable extras for winning the good will and friendship of a new prospect and retain the old sympathies. The modern method of soliciting cigar business is to show the goods and to offer the fairest bargain possible. No monkey tricks and no high kick about it. It is a dead-serious money dealing.

Edward Wolf, of the E. Wolf Company, 161 California Street, who is the author of the above mentioned remark, states that business, despite the undeniable depression, is getting more solid every day, thanks, perhaps, to this general depression. Forced by circumstances the business man has to eliminate much of the traditional ballast, has to get rid of many dead heads and unnecessary expenses which could be carried on by the house as long as business was good, but have to be thrown out now. By cutting all overhead expenses, business is getting compact and strong, and there is no doubt, according to Mr. Wolf, that the cigar trade on the Coast will come out of the present crisis healthier and stronger than ever. Mr. Wolf has made arrangements with Arguellas, Lopez & Brothers to handle the "Flor de Tadema" in the Coast territory. The "Tadema" is very largely sold at Chicago, St. Louis, Memphis and many other cities in the East, and its placement on the Coast in anticipation of a large influx of eastern smokers of clear Havana cigars is certainly timely. The six salesmen working for the Wolf Company in California and Nevada are sending in a fair amount of orders, especially for Manila goods, that are a specialty of this concern. "La Insular" and "La Prueba" are doing very well. The Manila cigarettes are rather slow on account of fierce underselling, but the demand is steadily increasing. Collections are still very slow, but they are also improving in the last few weeks. The business outside of the Coast territory is carried on by mail orders, the jobbers corresponding directly with the main office. On the whole business with the Wolf Company this year has been as good as any other year, only the profits were smaller.

Willard Brothers, 320 Battery, have three salesmen on the Coast and the orders from the "Espina" and "John Hampton" cigars are quite satisfactory. The company is getting ready for new business in Manila brands.

Michalitschke Brothers & Company, 237 California, report a fine business in Seidenberg's "Figaro" five-cent cigar. "Alexander Humbold" also continues very popular on the Coast, although the imitation clear Havana cigars are greatly interfering with real goods. The company has been importing Manila goods and finds the business quite profitable, especially the five-cent "L'Amicosa" and "La Perla de Oriente" in five and ten-cent sizes. Jos. Michalitschke has left for his annual vacation trip to Yosemite.

A handsome picture in four colors of the proposed House of Staples at the Panama Exposition is the leading feature of No. 10 of the "Staple News," the home organ of M. A. Gunst & Company. Articles of interest pertaining to the big fair, its features, architectural, amusement, military, naval, musical, etc., are presented briefly but in a manner that contains a wealth of information, the whole being compiled by E. A. Cohen, publicity manager of the Gunst Company, for distribution among the Gunst stores and affiliations throughout the United States.

The Bercovich Company, 30 Front, has been reincorporated with H. Bercovich and H. B. Pendleton in control. After July 1st H. Bercovich will vacate his present wholesale store and move to his store at Sacramento Street and Montgomery, where he has made some alterations for handling the supply department of the Bercovich Company retail stores. This is the same location where H. Bercovich first started in the jobbing business.

Charles H. Knubel is assuming charge of the lines of the American-West Indies Company, and the company's products from their Porto Rican factories will be pushed harder than ever. Ted Cohn, formerly connected with the company, will soon leave for New York City.

I. S. Van Dyke is now working the entire city trade for the Tillman & Bendel cigar lines. He reports an excellent sale on the "Sanchez" and "Rosadora," a nickel cigar sold in boxes of fifty and in tins of twenty-five.

M. C. Eisenschimel, the Manila representative, has resigned his position and is no longer making his headquarters with H. W. Peabody & Company.

"Smoky" Heilbrunner, of Heilbrunner & Jacobs, of Philadelphia, has been in town showing his lines to the trade.

Creditor Wants Receiver for Canoe Club

In a suit filed recently in the Superior Court at Indianapolis, Ind., by Pinkus Brothers, a receiver is asked for to take charge of the Indianapolis Canoe Club. Pinkus Brothers are cigarette manufacturers of New York and charge that the club has failed to make good on a bill of $90 for a recent consignment of cigarettes. According to the plaintiff, the club agreed to settle monthly for all cigarettes sold. It is charged that the property of the club is worth $30,000, but that there are mortgages outstanding amounting to $25,000 and that there are additional creditors to whom are due some $15,000.

Bostonian Opens Factory in Iowa

E. J. Tomlin, a cigar manufacturer from Boston, Mass., has recently opened a factory in Shenandoah, Ia., in the Bogart Block. For twenty-nine years Mr. Tomlin manufactured cigars in Boston. Not long ago he decided to locate in Shenandoah and now he has opened a cigar factory in that city.

Before coming West Mr. Tomlin purchased a good supply of the very best tobacco obtainable, both domestic tobacco from Connecticut, and imported tobacco from Sumatra and Cuba. He makes three brands of cigars, the "E. J." Perfecto at ten cents and the "Honor Bright" and "All Gold" at five cents.

Hoonan Cigar Store Has Electric Humidor

The Hoonan cigar store, of Hastings, Mich., announces that it has recently installed an electric humidor which automatically keeps the cigars and tobacco at just the right temperature. This insures the patrons that all goods sold at the store are handled and kept under the most sanitary conditions. Dust-proof, zinc-lined cases are used to contain the cigars.

The Hoonan cigar store receives all baseball scores by innings and many smokers gather at the place during the afternoon to get the latest reports on the games.

Tousley's Factory in New Location

F. H. Tousley, Oelwein, Ia., manufacturer of the "Panatella" cigar, has recently moved his factory to South Frederick Street, where he will employ eight cigarmakers in filling orders for the brand.

Mr. Tousley has recently acquired some fine leaf and will continue the high standard that he has established for the "Panatella." Orders show a nice increase in the business on this brand and Mr. Tousley has invited customers to come to the factory and satisfy themselves as to the quality and the conditions under which the cigar is made.

H. L. Judell, 225 Front, has left for a three weeks' tour of conventions—one in Columbus, O., the other in Cincinnati, O., and the third at Niagara Falls. Mr. Judell asserts that he is regaining his old vigor in attending all sorts of conventions, and he firmly believes that as long as the truly American practice of this sort of amusement will keep on he certainly will keep on with it, even if it takes the whole eternity. All his friends who know the old boy's determination are convinced that he is going to make his plan good, and wish him good luck.

H. S. Masterson has accepted a position with H. W. Peabody & Company as manager of their cigar department. He has been with the same company in New York.

Jack Hopkins, who has recently joined the local forces of Boltz, Clymer & Company, is making a splendid record on "Palencias" and "El Meritos" in his territory, comprising the Sacramento Valley, Southern California and Nevada. R. J. Boltz is due here on the 24th.

The store and factory of Hoffman & Son at Polk and California Streets were so badly damaged in a fire that destroyed the Bradbury Building that the firm had to move to their branch store at Polk and Sacramento Streets.

Mr. Hedges of Benson & Hedges, London, England, has come to the Coast to acquaint himself with the trade's requirements. Harry Adams, Coast representative of Benson & Hedges lines, is acting as pilot, coming here by way of Los Angeles and the South.

ALLEN.

No Change in "56" Brand

THE Cado Company announces through the columns of THE TOBACCO WORLD that despite any rumor to the contrary the brand of "56" cigarettes will not be changed to another number. Our representative called at the office of the Cado Company in regard to the matter and was officially informed that no such change was contemplated and that any such rumors were without foundation.

We learned that "56" cigarettes are selling better every month and it was pointed out that any such change would simply mean that the work already accomplished on the brand would have to be done over again in order to establish the cigarette under a new number.

"56" cigarettes are placed in the leading clubs and hotels in many sections and all indications point to the brand as one of the leading sellers.

"Cortez" Cigarmakers Return to Work

KEY WEST, June 25, 1914.

A settlement having been reached yesterday between the Cortez cigar factory and its cigarmakers, who recently went on strike, the latter will return to work to-morrow; this as a result of a conference of the strikers' committee yesterday morning with Claude H. Roberts, manager of the factory, followed by a meeting of the cigarmakers in the afternoon at San Carlos, where a report of the result of the conference was given. This having proved satisfactory, return was decided upon.

The trouble arose from the fact that the cigarmakers claimed that they were obliged to make certain grades and sizes of cigars for less remuneration than was specified in the price list of 1906, which had been agreed upon by the cigar manufacturers of the city and committees of the workmen.

Colonial Cigar Store Opens

Monday marked the opening of the Colonial Cigar Store, in the Colonial Hotel Building, South George Street, York, Pa., where William H. Knaub, popularly known as Bill Knaub, has established one of the handsomest cigar stores and pool rooms in this part of Pennsylvania. Everything is of the best, from fixtures and furnishings to stock, and visitors will find much to admire. Mr. Knaub has secured the services of Grover Jacobs, of Frederick, Md., who for years was clerk for Charles H. Kline, in the same room, as his assistant.

It is a store room de luxe, for Mr. Knaub considers that the very best is none too good for the purchasing public, and he extends a hearty welcome to all his old friends as well as new ones, whether they desire to buy or not. The most modern equipment has been secured and the pool and billiard tables are the finest in the city.

Want Early Tobacco Report

WASHINGTON, June 24th.

Representatives of the Virginia division of the Farmers' Educational and Co-operative Union of America today urged the Federal Commission appointed to investigate the tobacco industry in this country to make an immediate report of its findings.

D. M. Blankenship, secretary and treasurer of the Virginia division of the union, said today that unless the commission completed its investigations and suggested some form of remedial legislation soon tobacco growers of Virginia would have to quit business. He declared the cost of production was so far above the selling price that it would be impossible for the farmers to continue much longer under the present conditions.

CAPITOL.

Charles J. Castillo Forms New Connection

Charles J. Castillo, widely known in the cigar trade and formerly sales manager for the San Martin y Leon Company, has recently joined the forces of the Liborio Cigar Company and is now preparing for his fall trip.

CHARLES J. CASTILLO

Mr. Castillo calls attention to the fact that Liborio products are put up in "Individual Service Containers," which avoid the handling of the cigar by many different persons before it reaches the consumer. It likewise guards against the cigar breaking in the pocket and also guarantees a sanitary condition. A high quality of cigar is used in the manufacture of the "Liborio" brand, and this fact coupled with the advantages of the "container" has made it a favorite among critical and fastidious smokers.

Sullivan's "7-20-4" Factory Not Burned

The recent report from Manchester, N. H., that the Roger G. Sullivan factory, where the "7-20-4" cigars are manufactured, was burned in the fire which resulted in thousands of dollars worth of damage to the Varick hardware store and adjoining structures, was illfounded, inasmuch as the factory was not touched by the flames. The retail store of Mr. Sullivan, however, was slightly damaged, said damage being covered by insurance. Mr. Sullivan's retail business was in no way affected, but continued as usual.

Once again is good business reported! This time the good news comes from the William Kohlhepp Cigar Company, Louisville, Ky., through their secretary-treasurer, C. G. Smith. Mr. Smith states that business just now is very good, despite the unfavorable reports heard concerning other lines. He says that his company is well pleased with the returns on the "El Nomo," which brand was but recently placed on the market, and feels that its popularity is assured.

NEW YORK

Big Western Orders for "56" Cigarettes

THE Cado Company, Inc., manufacturers of the nationally distributed "56" and Cado brands of Turkish cigarettes, state that their business continues, despite adverse reports from many sections, to show excellent gains in the volume of sales.

Throughout the West and on the Pacific Slope "56" cigarettes have caught on in fine shape and the very best houses are featuring them with the best results.

The Blumenauer-Frank Drug Company, in Portland, Ore., have done big things with the brand and good sized repeat orders indicate that the progress is of the most desirable kind. Ehrmann Brothers, of San Francisco, are another leading house on the Coast who have made a hit with these goods.

Since the retirement of Robert Appleton from the Cado Company, as detailed elsewhere, George H. Roeschke has been elected general manager, and H. L. Drucklieb, who is vice-president, is co-operating with him in vigorously pushing the progressive policy of the company which has been so marked since its inception.

The Cado Company have recently brought out a very neat little counter rack for displaying their "Cado" brands and this is a fitting companion to the well-known "56" Silent Salesman. Dealers who are looking for a high-class addition to their cigarette stock would do well to get in touch with the Cado Company, at 26 Park Place, New York.

New Law Requires Notification of Business Sales

The attention of the retail and wholesale trade of New York State may well take notice of an act signed by Governor Glynn on April 23, 1914, entitled "An act to amend the personal law in reference to the transfer of goods in bulk." This act is known as "Chapter 567, general, all Counties," and was passed by the activities of the members of the National Credit Men's Association.

Because of this law it is now illegal to sell a store without having first notified every creditor by registered mail or in person and in the event of the failure to give such notice, the buyer becomes liable for the account. Five days before the sale is the time noted in which such notification is to be made.

There are no loop-holes to the law and it develops upon every one selling a store to acquaint every creditor of such intention, and purchasers of stores should see to it that every creditor is notified, in order to avoid trouble.

That the law is a good one is the firm belief of every manufacturer and jobber in the State, a great many of whom have suffered losses because of the inadequacy of the State laws.

A. Santaella, of A. Santaella y Ca., manufacturers of the eminent "Optimo" cigars, arrived in Tampa, June 26th, from Chicago. He left the following evening for points in Cuba, where he will devote several weeks attending to business interests.

J. F. Snyder's New Stand

JOHN F. SNYDER, who opened his new cigar stand in the Gray Company's new drug store at the southeast corner of Forty-third and Broadway last week, reports that his business has started off in excellent shape. Mr. Snyder is carrying only high-class goods, featuring on imported Havanas and the best-known clear Havana products. "Partagas" and "Por Larranagas," and John W. Merriam Company's "De Luxe" and "Baron de Kalb" brands have conspicuous places in his show cases, together with a full line of "Charles the Great," made by Salvador Rodriguez.

Mr. Snyder also operates the cigar stand in the Hotel Wallick, just across the street from his new place.

Whelan Enterprises Thrive

George J. Whelan has returned from Europe on the "Imperator" after spending several months abroad arranging the details of the formation of a new English tobacco company in which foreign interests are also involved. Mr. Whelan said that matters are not in such shape that it is possible to go into detail as to the plans of the new company.

Regarding his enterprises here Mr. Whelan said: "United Cigar Stores Company is doing a bigger business than a year ago despite the general depression on this side. The Tobacco Products Corporation has done a business so far this year 21 per cent. ahead of a year ago. The Riker & Hegeman Drug Company is also showing a satisfactory increase of business over 1913."

Successful Trip of Henry M. Duys

While we are hearing a great deal relative to the psychological depression said to be prevalent at the present time, still one should not take the matter too seriously, that is providing one is fortunate enough to be connected with the house of H. Duys & Company, the widely-known importers of Sumatra tobacco. According to report received from this firm, business is and has been excellent. They also state that they have noticed among cigar manufacturers throughout the country a gradual improvement in business.

Henry M. Duys, of the firm, has returned from Europe, following his attendance at the Amsterdam inscriptions. Mr. Duys was much pleased with his trip, stating that purchases of his house for the year thus far, have totalled almost 6000 bales of Sumatra and Java tobacco. Of this amount, Mr. Duys has to his personal credit 3000 bales, having gone his brother, John, one better, who in his combined attendance at the 1914 inscriptions, totalled but 2700 bales.

Manteso Cigar Manufacturing Company Formed

A charter was issued last week at Albany to the Manteso Cigar Manufacturing Company, of New York City, a corporation with $5000 capital, to engage in cigar manufacture. The parties interested are D. and I. Felber and N. Hochman, of 940 East 173d Street, New York. I. Felber is a cigar manufacturer at 862 First Avenue, New York.

Bob Appleton's New Alliance

DURING the past week Robert Appleton, who has been associated with the Cado Company as general manager since the organization of that concern, has notified his friends of his resignation from that company and that he had taken hold of the business of the Ess-En-Cee Company, who have been established in New York for several years, making a specialty of made-to-order cigarettes of a high grade.

Under the new arrangements, the Ess-En-Cee Company will proceed at once to place upon the market for national distribution two brands of the very choicest blended Turkish cigarettes which money and experience can produce. Their leader will be a 25-cent package, which will be called "47." These goods are packed in a jet black box decorated in silver, and the package is both unique and attractive and different from anything else on the market. At the same time they will bring out a 15-cent package, packed in a flat box, and Mr. Appleton says that the quality of these goods at the price is the only argument they will offer for their sale.

The Ess-En-Cee Company have their headquarters at No. 2 East Forty-sixth Street, New York City, and is a New York corporation with the very best financial backing.

Derby Crandal, who was one of the founders of the business and the executive head of the company, will continue in the same capacity and Mr. Appleton will devote his energies to the selling end.

Irving and "Hamlet"

Some years ago, 1899, to be exact, Henry Irving, the renowned English interpreter of Shakespeare's immortal works, while on a tour of this country, graciously extended an interview to a representative of a well-known cigar manufacturing company of New York City. During the interview Mr. Irving gave permission to the said company to use exclusively, his portrait and signature on a label to accompany a specific brand of cigars. The permission was shortly after made use of, and there and then appeared, and has since appeared, a leader in clear Havana cigars which is to be had only from a certain source. The cigar which has since become eminent and a classic in its line, as was the rendition by Mr. Irving of the character after which the brand was named. It is none other than the "Hamlet," put up in de luxe packings. John W. Merriam & Company state that the brand is to be obtained only at the "Sign of the Bulldog." Special attention is being given at this time to "Ambassadors" of this brand in Corona shape; which retail at two for a quarter.

"Bold" Perfectos, manufactured by Bobrow Brothers, Philadelphia, have just been taken on by the William A. Stickney Cigar Company, St. Louis, Mo. This well-known Eastern brand is being introduced in that city by Charles Jewell, special representative.

Robert E. Lane, Jr., has been catching some nice orders in Rochester and Syracuse on the famous "Partagas" brand.

Annual Picnic of Schwarz-Lovera Employees

Every whit as enjoyable, we venture to predict, as those held in the past, will be the Fourth Annual Picnic and Games, to be given under the auspices of the Schwarz-Lovera Employees' Mutual Aid Society, to be held at Astoria-Schuetzen Park, Broadway and Steinway Avenue, New York City, Saturday afternoon and evening, July 18th. A very gracious invitation has been extended to the staff of the WORLD to be present, and from reports of past affairs, that of 1914 will leave nothing to be desired. The park may be reached from Queensboro Bridge North Beach car direct or from 92nd Street Ferry Broadway car direct.

Cuban Cigar Packers Strike

Word was received at the seat of government during the past week from the governor of the Province of Pinar del Rio, Cuba, that the cigar packers of the factories at Paso Real had declared a strike and that trouble was threatened. The report stated that the strikers were parading and carrying huge clubs. Refusal of an increase in pay is given as a reason for the strike. While everything has been quiet thus far, the Rural Guards have been instructed to act in the event of turbulence among the strikers.

Hirsch & Slager, located at 9 South Main Street, Memphis, Tenn., believe in keeping before the public eye, which is another form of saying that they believe in advertising. This is amply testified to, by the big "John Ruskin" van, which is in constant action throughout the city. It acts as a silent salesman and aids the company in their efforts to obtain even greater distribution for the noted "John Ruskin."

TAMPA TIPS

Ed Stachelberg Raises Monster Melon—Balbin Brothers to Make in Bond—Want National Day for Tampa-Made-Cigars—Sanchez & Haya Business Shows Increase—Cuesta-Rey Rushing New Building

TAMPA, June 27.

THE position of storekeeper in the bonded cigar factory seems to be an enviable one, according to report received from the local customs house, which states that there are on hand nearly one hundred applications, although the positions number less than forty.

Ernest Berger, of the Tampa-Cuba Cigar Company, accompanied by Mrs. Berger, was among those who attended the recent meeting of the State Board of Pharmacy.

Edward J. Stachelberg, of Sanchez & Haya fame, is a favored mortal. Not satisfied with having reached one of the highest pinnacles of the cigar manufacturing business, he has now taken to raising watermelons, his agricultural operations being confined to the grounds of his attractive home on the Bayshore Boulevard. According to Mr. Stachelberg, he recently plucked a melon weighing sixty pounds, and personal testimony is to the effect that the wonderful weight of the fruit faded into oblivion when its lusciousness was taken into consideration. But mark you! "where a man's treasure is, there also is his heart," for when asked how it tasted, Mr. Stachelberg said almost as good as a "Sanchez & Haya" cigar, which is going some. "Why," said Mr. Stachelberg, "if that melon had been allowed to grow a few months longer, it would have been as big as an English push ball, but I had to pluck it to keep it from hiding my house."

Balbin Brothers, who manufacture the well known "Elisardo" cigar, have made application to "manufacture in bond." It is expected that the application will be acted upon in time to permit of the transfer from open to bonded factory not later than July 1st.

Manuel Garcia, active in the affairs of our Spanish colony, left here about a fortnight ago for Chicago, where pleasure is to be combined with business.

Henry Murdock, who recently returned to Tampa after a trip through Georgia and Florida for the Liggett & Myers Tobacco Company, stated that he certainly was glad to get back, inasmuch as business was slow everywhere he went. "It is not necessary," said Henry, "to remark that I found things quite different when I returned to Tampa."

Robert Tanksley, of Liggett & Myers affiliation, came over from Jacksonville recently for the purpose of distributing "Fatima Tango" booklets throughout the city.

Claude H. Roberts, general manager of the Cortez Cigar Factory, Key West, recently arrived in this city for a visit to his daughter, Mrs. Ernest Salis.

Tampa's well-known son, James Pendas, spent several days here attending the graduation of his son Manuel from the Sacred Heart College. Mr. Pendas is engaged in the cigar business in Key West.

The Havana-American and M. Valle & Company factories are now "making in bond," G. H. Townsend having received the appointment as storekeeper for the Havana-American Company and G. R. Moore a similar position with M. Valle & Company. George B. Sparkman has succeeded to the office of storekeeper for San Martin & Leon, which position was formerly filled by W. H. Young, who has since gone to Key West.

Telegrams received here during the past week state that it may not be necessary to amputate the leg of Joaquin Lopez, who is now in the Cavadonga Hospital in Havana, where he was taken recently for treatment. Mr. Lopez, who is one of Tampa's well known cigar manufacturers, has been in bad health for some time, which finally resulted in gangrene settling in the right foot. Finding it impossible to overcome the malady, it was decided to take Mr. Lopez to Havana, where it was thought amputation would be necessary. It has since been determined to try and avoid the operation by using a method of withering the leg by means of electricity. Accompanying Mr. Lopez was Mrs. Lopez and his physician, Dr. Lorenzo Menendez, and Mrs. Menendez, of Tampa. The party was met at the steamer by Mr. Arguelles, Mr. Lopez's partner, his family and numerous friends.

The boosting work of the board of trade still goes on. Secretary Dickie states that he was recently in receipt of a request from the Clear Havana Cigar Manufacturers' Association, soliciting the aid of the board in helping it secure a stamp from the customs department that will show the difference between the cigars manufactured in the North where the team work system is used. It is stated that the cigar made by team work falls short of many of the artistic qualities of the Tampa-made product and that local manufacturers employing the true hand-made method desire that the cigars thus made shall bear indication to that effect. The request of the association was acted upon and T. M. Wier, secretary of the board, was authorized to draw resolutions relative to the feeling of the board of trade in the matter and forward the same to Washington. This was done.

The Boosters' Club of the Tampa Merchants' Association has formulated a plan whereby an effort will be made to have a day set aside when tobacconists' windows throughout the United States will be devoted to the display of Tampa-made cigars. To this end a boosters' committee, consisting of L. D. Reagin, chairman; Fred Wolf and C. J. Conrath, has been appointed and will call upon the various manufacturers to interest them in the work. This line of action is not new to Tampa, inasmuch as one of our manufacturers at certain intervals sees to it that a national display of his factory's Tampa cigars is made throughout the country during different weeks of the year. While this has proven very beneficial, still one may, without difficulty, see the vast possibilities for extending the sales of Tampa cigars, if a national effort is made to set aside a certain period when "Tampa" shall reign supreme.

Relative to a national Tampa-cigar day, Manuel Sanchez, local manager of Berriman Brothers factory, stated that he was glad the matter had been put in motion and trusted it would be carried on to completion. In this connection Mr. Sanchez said he thought that if the plan were placed under the direction of men outside the cigar industry much more would be accomplished. "If," said Mr. Sanchez, "public spirited citizens took up the work of promoting a Tampa-cigar day, it would free the minds of manufacturers of suspicion that the development of the idea is to benefit some more than others. It is a very good plan and we will help all we can.

"I believe if the committee of the boosters would get the names of the dealers throughout the country handling Tampa cigars, and make the suggestion directly to them that on a certain day 'Tampa Cigar Day' be observed, that it will be productive of the best results. The factories can follow this up by letters to their own dealers, and at the same time papers could be mailed to the dealers to indicate the true importance of the plan."

Sanchez & Haya recently took on a number of cigarmakers.

Reports received from the factory of Jose Escalante & Company state "Corina" orders are coming in continuously and that the increase in business has surpassed most sanguine expectations. Mr. Escalante is visiting in Cuba.

While Salvador Rodriguez is summering in the North the fortunes of the "Charles the Great" factory have been left in care of Mr. Rodriguez's son, Fernando W. Rodriguez.

While specifications call for completion by July 1st, it looks now as if the new addition to the factory of Cuesta, Rey & Company will not be finished by that time, although every effort is being put forth to do so. Though an addition was made to the factory a couple of years ago, which at that time it was thought would provide ample facilities for the following four or five years, the same has proven inadequate, owing to the continually increasing business of the "truly Spanish house."

Report from the factory is to the effect that the company find it utterly impossible to keep abreast of the incoming orders at the present time, owing to the lack of facilities, which while good news in one direction is a matter of handicap in another.

Friends in the trade of Sanchez & Haya will be glad to learn that the business of this company is steadily increasing, and that plans are now in the hands of the architects for an addition to the company's building at Ybor City. The new section will be 35 by 95 feet and will adjoin the western wing of the building. The enlarging of the structure will, not only provide needed facilities, but will better accommodate the workmen in the employ of the company.

Frank R. Diaz, of V. Guerra, Diaz & Company, manufacturers of the noted "La Mega," is in Cuba, inspecting the tobacco crops.

PERFECTO.

The first week in July will witness the opening of another modern cigar and tobacco store in Bellingham, Wash. The new concern, which will be located at 100 West Holly Street, will be conducted by Conant & Noble, who will handle a complete line of standard brands, possibly devoting some of their time to sub-jobbing.

Edgerton Notes

The Earle Tobacco Company began stemming operations at their plant recently for the Block concern.

In order to protect itself against fire, the United Cigar Manufacturers' Company has installed a sprinkler system in its local warehouse.

Word was received here a short time since from O. R. Pomeroy, in the Kickapoo Valley, that he has finished setting out his 18-acre crop of tobacco.

Chicago

Trade Improves—Collections Good—Western Cigar Box Manufacturers Hold Convention—Large Pipe Firm Takes New Quarters—Settlement of Brickmakers' Strike Helps Trade

CHICAGO, June 26, 1914.

ON the whole the cigar and tobacco business in this city during the past two weeks has manifested a slight improvement. Stock of all kinds seems to be moving better. In the more humble sections of the city, where the labor situation has cleared in a marked manner during the past month, the retail dealers declare that they are doing a much better business. Building operations are on the boom, especially in the loop district, where never before have so many office buildings been in course of erection at the same time.

Collections are good, both for the distributors and the leaf men.

"To my mind," said a prominent jobber of cigars, in the same breath with a request that his name be withheld, "the retail trade of the country is going through what might be called a house-cleaning period. They are not asking for more credit than can be easily and safely given to them and they are not buying in a heavy manner. They are feeling their way along, and fortunately paying their bills as they go. I believe that for the most part the trade will reach the fall season with a clean slate, with a low stock and unimpaired credit. Then if the West has good crops, such as present conditions now indicate, we are certainly due for a most prosperous business right on up until after Christmas."

"Chicago manufacturers have no reason to complain of business," said A. D. Berlitzheimer, one of the leading clear Havana manufacturers of the city, "for everything has been running along in a smooth manner, with perhaps more than the usual amount of orders for the season. Of course, this is the dull season in all lines of business, except ice cream and lemonade, perhaps, so we do not expect as much trade as we do at other seasons."

J. G. Whitaker has resigned from the city sales force of Celestina Vega & Company, 10 South Wabash Avenue. His place has been taken by William H. Campbell, one of the oldest salesmen for the house, who has been given territory in the downtown stores and will work to push the sale of "La Venga" cigars in the fashionable loop resorts. B. A. Superfine is working on the North Side, where he has a fine trade among the Swedes and Germans.

Victor Pollak, city salesman for the J. & B. Moos Company, is now in the Columbus Memorial Hospital, where he recently underwent an operation for appendicitis. He is making a rapid recovery, however, and hopes to be out in a few weeks.

"Permit" cigars are being boomed at the present time by a special advertising campaign which is being engineered by the J. & B. Moos Company, local distributors for that brand.

Louis Schnake has opened a retail cigar store in the loop district at 162 West Van Buren Street. This location is not far from the new Fort Dearborn Hotel. Mr. Schnake will go after the high-class trade in the neighborhood. He is an experienced cigar man, well and favorably known to the local trade. He was formerly with Sprague, Warner & Company and more recently with the United Cigar Stores Company.

John J. Dolan, prominent dealer in "seegars," lost a son last week by the marriage route. John A. Dolan was the young man's name, and he married Miss Isabella F. Cleary. Mr. Dolan and his bride will make their home in Chicago, where he is treasurer of his father's cigar company.

The Western Cigar Box Manufacturers held their annual convention at the Auditorium Hotel last week. The convention was well attended, in spite of the uncomfortable heat which prevailed. Topics pertaining to the trade were discussed in a brief business session. Later the entire assembly broke up and took a long automobile ride.

Walter Sutter, of Walter Sutter & Company, left last week for Cuba, where he will look after the business interests of the company.

Richard Peyton, the prominent cigar broker and factory representative, has been ill at his home with typhoid fever for the past few weeks. He has passed the crisis of his ailment, however, and now stands a good chance to get well, if he suffers no relapse.

William A. Vorhauer & Company, the new jobbing house, has been having a good run on the original hand-made quality cigar, which they have been pushing hard in the down-town district.

Sanford Goldberg, Western representative of S. Ruppin, has gone to New York after completing a most successful Western trip.

Since Albert Breitung, the shrewdest Dutchman of them all, who is now sojourning in Europe, carried into execution the idea of putting a cigar store in the northeast corner of the Monadnock Building by cutting the doors and windows to order, that place has been doing a phenomenal business and has yielded more than the usual amount of revenue when compared with the returns of the other stores. Just now the place is featuring "Alona" cigars in glass tubes. Next to the store in the Monadnock Building perhaps the best store of Albert Breitung is in the Bookery, which is another of the prominent loop office buildings.

Francis Edler & Company, the large pipe firm, has moved from the old location which has been held for so long at the corner of Clark and Lake Streets into a fine, new store at Madison and Franklin Streets. The change was made necessary owing to the rapidly increasing business of the company.

Max Maier, Western representative of A. Blumlein & Company, went to New York last week to visit the factory.

One of the truly pleasant features to report for this issue is the settlement of the brickmakers strike, in which more than 150,000 men were involved. One of the unfortunate features of the strike was that the men who were out were among the most consistent users of tobacco to be found here. The local retailers would not have feared a strike of the ministers of the city, but a strike of the brickmakers and teamsters is another matter.

Many expressions of sympathy have been heard from local cigar and tobacco men over the sudden death of Woodward W. Duke, son of J. B. Duke, president of the American Tobacco Company, who was drowned near Park City, Utah, when he was pinned face downward in a mountain creek after his automobile overturned.

The Ducator Cigar Company has increased its capital stock from $2500 to $50,000, and the number of directors from three to five. The change was made necessary owing to the fact that the increased business of the company made the working capital too small. Plans are under way for the immediate expansion of the company, which already does a considerable business in this territory.

George W. Stocking has been appointed the new representative of Marcelino Perez & Company. He has entered upon his work with a great amount of enthusiasm and is already making a great showing, considering the period of time he has been on the job.

G. W. WHITCOMB.

Newsboys to be Made Happy by E. J. Stachelberg

Newsboys in Tampa, Fla., are to be given an opportunity to enjoy the "Fourth of July" celebration in that city, through the generosity of E. J. Stachelberg, vice-president and general manager of the Sanchez y Haya Company, manufacturers of the renowned "Sanchez y Haya" cigars. Mr. Stachelberg has instructed Judge Cohen to furnish to one of the local papers for distribution among their newsboys, a large number of tickets entitling the holders to admission to the open-air celebration by the Spanish War veterans and the Tampa police and fire departments at Plant Field.

Key West Factories Getting Busy

KEY WEST, June 26.

Much optimism is prevalent among the cigar factories today owing to the fact that tomorrow each factory will have a pay day. While there will not be a full week for each concern, still this is the first time in several weeks that each factory has had work. Yesterday the strippers of the Cortez Company returned to work, while the cigarmakers returned this morning. The Havana-American Company, which has been closed since June 13th, in order that necessary arrangements for "making-in-bond" might be completed, has also started up, the strippers having begun work on Tuesday.

Manuel Sanchez Saddened By Death of Son

The many friends in the trade of Manuel Sanchez, manager and member of the firm of Berriman Brothers, cigar manufacturers, Tampa, will learn with much sorrow of Mr. Sanchez's recent bereavement in the death of his four-year-old son, Ybenz Sanchez, who was killed within the past fortnight as the result of being hit by an automobile while he was crossing the street in front of his father's home. Contractor D. B. Goins was the driver of the car.

Death of D. L. Owens, Veteran Tobacconist

DOMINICK LAWRENCE OWENS, who was for a number of years a prominent Brooklyn manufacturer of smoking tobacco, but who retired several years since, died at his home in that city, 408 Greene Avenue, on June 20th, in his seventy-third year.

Mr. Owens was a close friend of the late Senator Patrick McCarren, and himself active in Democratic politics for a number of years. He was born in Ireland, but came to America as a lad and lived in Broklyn for over fifty years.

Solemn requiem mass was celebrated over the remains on Monday, June 22nd, at the Roman Catholic Church of the Nativity.

Mr. Owens is survived by a widow and one daughter.

Daniel N. Frost, 2nd

Daniel N. Frost, 2nd, thirty-four years old, a leading tobacco grower and farmer of West Suffield, died recently in his home in Grand Street after a short illness. He was stricken about two months ago with cancer and failed rapidly. After treatment in a Springfield hospital he returned to his home. Mr. Frost was born in West Suffield, January 28, 1880, the son of Walter P. and Emma (MacIntire) Frost. After attending the public schools he began tobacco raising. He attended the West Suffield Congregational Church. In January of this year Mr. Frost married Mrs. Clara Gray, of Hartford. Since then they have been living in Granby Street. Besides his wife, he leaves his mother, Mrs. E. L. Frost, of West Suffield; three brothers and sister, James M. and Walter P. Frost, of Springfield; Jasper D., in the West, and Mrs. Michael Kane, of Feeding Hills.

Thomas J. Anderson

Thomas J. Anderson, a well-known cigar manufacturer of Holyoke, Mass., recently succumbed after a long illness. For more than twenty-eight years Mr. Anderson had been prominent in the life of Holyoke.

The deceased was born in Paterson, N. J., in 1860. Later he removed to Westfield, where he started cigar manufacturing with his brother John. He came to Holyoke in 1881.

He leaves a widow, three sons, James F., of Worcester, John W., of Providence, Bessie and Mary F., and Thomas, a pupil in the Highland grammar school, and one brother, Fred, cigar manufacturer of this city.

Ed Merrifeld

Ed Merrifeld, widely known in the cigar trade of Cleveland, O., died in that city recently. Mr. Merrifeld's death came as a sudden shock to his many friends. Mr. Merrifeld had charge of the sale of "Pastora" cigars in that territory and was one of the best-known cigar salesmen in that section. He was formerly connected with Eisenlohr Brothers and is said to have made a big success in placing their "Cinco" brand.

Charles C. Ellis

Charles C. Ellis, for more than ten years associated with the cigar department of Acker, Merrall & Condit, died on June 21st.

His loss will be keenly felt by his many friends.

Lorenzo W. Emery

Lorenzo W. Emery, of Bowling Green, Ky., was found dead in bed recently at his home, 600 Jefferson Street. He was born in Paducah, February 16, 1872. For more than eight years he was in the cigar and tobacco business on Lower Broadway, Bowling Green. He was very popular and leaves a wide circle of friends.

Besides his mother, Mr. Emery is survived by two brothers: Magistrate Charles W. Emery and George F. Emery, a member of the city board of supervisors.

Dominick L. Owens

Dominick L. Owens, a wholesale tobacco merchant, died recently at his home, No. 408 Greene Avenue, Brooklyn, of heart disease. He was seventy-two years old and is survived by his wife and one daughter.

Jersey City Tobacco Company, Incorporated

Among recent incorporations was that of the Jersey City Tobacco Company, Jersey City, N. J., which incorporated with a capital of $10,000, for the purpose of doing a general wholesale business in cigars, cigarettes and tobacco. The company, whose offices are located at 269 Newark Ave., plan to work along the most modern lines and will carry the brands most in demand throughout this section. The president of the new organization is Leo Teicher, well-known locally through his connection with Mayer Brothers and other concerns in the trade. Jacob Baum is vice-president and treasurer, and G. Baum, secretary.

Letters to the Editor

Factory Numbers Supplied

PHILADELPHIA, PA., June 19, 1914.

Editor THE TOBACCO WORLD,
Philadelphia, Pa.:

Dear Sir,—Will you kindly give me listing under Factories Nos. 1401 and 1010, Ninth District of Pennsylvania, and oblige,

Yours very truly,
INQUIRER.

Answer.—Factory No. 1010, Ninth District of Pennsylvania. Charles Reigart, Red Lion, Pa.

Factory No. 1401, Ninth District of Pennsylvania. W. H. Sechrist, Yoe, York County, Pa.

READING, PA., June 19, 1914.

Editor THE TOBACCO WORLD,
Philadelphia, Pa.:

Dear Sir,—Kindly give me name and address of manufacturer listed under Factory No. 1690, Ninth District of Pennsylvania, and oblige,

Yours very truly,
CLIFFORD N. FAIR.

Answer.—John W. Minnich, Dallastown, Pa.

ALGOMA, WIS., June 24, 1914.

Editor THE TOBACCO WORLD,
Philadelphia, Pa.:

Dear Sir,—Kindly let us know name and address of manufacturer listed under Factory No. 521, Ninth District of Pennsylvania, and oblige,

Yours very truly,
KUEHLMANN BROS.

Answer.—A. A. Young, Red Lion, Pa.

April 28, 1914.

Editor THE TOBACCO WORLD:

Dear Sir,—Kindly inform me relative to the name and address of the proprietor of Factory No. 1344, Ninth District of Pennsylvania, and oblige.

A. S. GROSS,
Kansas City, Mo.

Jacob Streawig, Red Lion, Pa.

RETAIL RINKLES

Catchy Schemes Used Successfully By Thinking Men To Improve, Enlarge and Popularize Their Business . .

The vacation period would prove much more attractive to the average retailer, if he was willing to delve a little deeper into what comprises the average vacationist's outfit in the way of smoke comfort.

Vacations and Pipes

The majority of men, unless visiting some fashionable resort where pipes are taboo, will purchase some sort of a "Jimmy" for use while away.

The reason for this is, that as men relax, and get rid to a considerable extent of their coats, there are fewer pockets in which to carry their cigars and cigarettes, while a pipe can be stuck most anywhere without fear of breaking or losing.

A retailer located near Philadelphia, whose business feels the vacation period, decided to make a direct appeal to all his friends and customers, that in preparing for the annual outing they should not overlook a pipe and smoking tobacco.

His stock comprised practically everything from the penny "Derry" to the $25 meerschaum, and to attract the attention of the smokers, one part of the window was arranged to represent camp life, with the pipe featured prominently, and the other side to represent fishing and bathing.

A few signs of black and white called attention to the advantages of the pipe over the cigar and cigarettes for this period, and offering a tobacco pouch with every pipe sold that retailed for fifty cents or over.

When a sale was made the salesman gently inserted a few quiet remarks as to the best method of keeping the tobacco in proper condition, and this window decoration has been the means of adding a considerable sum that would never have reached his till, and assisting materially in keeping the balance on the right side of the ledger.

* * *

From the appearance of many windows, cigar dealers do not realize the tremendous selling power that this form of advertising possesses.

Pipe Feature Breaks Sales Records

A firm located in Philadelphia, who conduct a chain of stores in connection with their jobbing business, recently placed a pipe on exhibition in one of the windows with the simple caption, "It Stands Alone."

This was displayed in a location where there are many offices, employing many clerks, all more or less addicted to the use of the weed.

The feature of the pipe was that, when placed upon a desk or other flat surface it would stand erect, and not fall over and spill ashes or tobacco for a considerable area.

There were practically all styles, and prices ranged from 25 cents to $1, and during the life of that sale the record for pipe selling in that particular store was broken so badly that it has been repeated several times, and always with results that were more than satisfactory to the proprietors.

During the summer months there is a tendency among practically all lines of business to relax somewhat, and sometimes this is felt even among the older men and salesmen, who feel that as business is known to be somewhat at a lower ebb than during the cooler months, any cessation on their part will not be known or felt.

Prizes to Keep Sales Up

One wide awake dealer in the Middle West, who suffered from the vacation epidemic, searched his mind and the minds of other people in order to devise some method that would keep his sales somewhere near their normal figure. If it was absolutely necessary he was willing to sacrifice a certain percentage of profit, if the volume of business could be maintained and bills discounted as heretofore.

In looking back over his life, this dealer remembered that his employer had always allowed some reward for attention to business during the heated term.

Following this thought, the idea was born that by the introduction of prizes for the salesman in his employ that showed the largest gain in sales for a given period would receive a prize, that would make unusual effort and attention worthy of their best efforts.

A letter was written and placed in the dressing room, setting forth in detail the plan, and asking the co-operation of every salesman in his employ; the letter also frankly stated that business was affected, and consequently conditions were a little tighter with the merchant than his clerks supposed.

Thus appealed to, these employees entered into the spirit of the occasion, and friends from far and near were induced to buy their cigars, cigarettes, pipes and stogies from this store, so that the prize would come the way of their friends.

The report circulated throughout the town, and every one seemed anxious to learn who the successful salesman was, and the extra sum added to the vacation of the salesman made possible a more enjoyable rest.

* * *

The many new safety razors which have made their appearance within the last twelvemonth has been the delight of cigar dealers who use premiums as a means for attracting trade.

Competition Sharpened With Razors

Several cigar dealers throughout the Middle West have increased their profit by offering these razors as a premium upon the purchase of a box of fifty cigars. The choice of cigars was left entirely to the purchaser, in order to dispel any doubt in his mind that he was buying the razor and being presented with the cigars.

Other dealers in the locality issued cash register coupons, and when a certain amount had been reached, these were redeemed for the cutting edge.

In each case window cards were the principal means of acquainting the public with the terms upon which the premiums could be secured.

Los Angeles

Population Passes Half-Million Mark—New Factory Paves Way for Tobacco Industries—"Lovera" Cigars Continue in Demand

LOS ANGELES, CAL., June 21, 1914.

LOS ANGELES—516,317.

Once again this city takes note of its populousness; this time through the city directory. It contains 229,474 individual names of residents, the names of housewives and children as usual being omitted.

It is an established rule, the practical accuracy of which has been proven in this and other cities that the number of directory names, heads of families, etc., when multiplied by two and one-fourth, gives the population.

The population of more than half a million was the showing on June 1st. On that date the four largest Pacific Coast cities, according to the directory census taken in each, were thus rated:

Los Angeles—Names, 229,474; population, 516,317.
San Francisco—Names, 207,346; population, 456,538.
Seattle—Names, 130,548; population, 290,733.
Portland—Names, 120,234; population, 270,527.

The census of this city for 1913 was 483,417. The rate of increase has been nearly seven per cent. No other city in history, so far as any record reveals, has grown at such a rate as Los Angeles. It has passed from the 100,000 mark in 1900 to the half million mark in 1914, a period of fourteen years. Chicago took twenty years to make a similar gain.

Averaging the percentages of gain since the government census of 1900—in which Los Angeles has taken on 200,000 more persons—it is clear that the same rate of increase if maintained will carry this city beyond the 1,000,000 mark in 1920.

In addition to showing that Los Angeles has grown marvelously, the directory gives many statistics to show that this growth has been substantial, that the accompaniment of increase in population has been material advancement, evidence of enterprise and prosperity. Among the things cited in the directory are: The banks had on deposit on January 1, 1914, $170,380,642. The clearings for 1913 were $1,211,169,989. The assessed valuation of property for 1913-14 was $481,483,242. It will be more than $500,000,000 for the present year, according to the assessors. There were 16,442 building permits of a total valuation of $31,641,921 issued in 1913.

As a result of the first arrest in what was declared to be a nation-wide fight against gambling on baseball games, Geo. Schmulian, a cigar dealer of San Francisco, was fined $200 yesterday by Police Judge Deasy for accepting a bet on local games. After a felony charge against him had been dismissed by stipulation, Schmulian pleaded guilty to violating the anti-gambling ordinance.

Judge Deasy, in passing sentence, said that if other similar offenders were brought before him he would deal more severely with them. A resolution introduced by Schmulian, prohibiting members from taking bets on ball games, was adopted recently by the Retail Cigar Dealers' Association.

The newest of Los Angeles industries has just been opened—the "La Abilidad" Cigar Factory. It is located at 2808 South Main Street, and is one of the most complete cigar manufacturing establishments in the country.

The expectation of its owners is that it will turn out between three and four million cigars this year, an increase of three hundred per cent. over last year's output.

At the head of the institution are Earl Woodworth and Charles Leib. Both devote their full time to the work. They are practical cigarmakers and merchandisers of long experience.

Among the interesting figures given out by Mr. Woodworth is the statement that California smokes approximately seventy-five million cigars a year, of which about ten million are of western manufacture.

He states that there is the possibility of selling at least seventy million cigars a year to be produced at home. Such is the field the new factory enters. The company is making a specialty only of the "La Abilidad" line of cigars for which it purchases the finest of Havana tobacco.

The new product is to be distributed by the Klauber-Wangenheim Company, who are pushing especially hard the new "La Abilidad Cuban," a ciger made in the same shape as those rolled by the Cuban planters and cigarmakers.

Tentative plans are under way for an extensive addition to the present factory. In addition the new size Cuban will be made exclusively.

The addition to Los Angeles fast growing list of industries of the "La Abilidad" factory means much in the way of employment, scores of cigarmakers being given continual work at the highest wages.

The Klingenstein Company are much pleased the way "London Gold Tips" are moving with them. Mr. Klingenstein had to wire the factory to rush shipments of this popular five-cent cigarette at once.

"Duke of York," their fifteen-cent cigarette, can be seen everywhere and is selling most satisfactorily.

This company is putting forth an extensive campaign on "Cinco" cigars. Mr. Klingenstein claims they would do much more with this cigar if the factory would only band them. Some unscrupulous dealers are "stuffing" the boxes meant for "Cinco" cigars, and Mr. Klingenstein states he will shortly make an example of one of them.

The Klingenstein Company is putting out the "American," made-in-bond, by E. Regensburg & Sons.

Arthur Levy, at 743 South Spring Street, in front of the new Levy Cafe, has an elegant transparent sign against his show window advertising "Admiration" cigars. He is featuring the Klingenstein Company's lines exclusively.

The "House of Quality" has some exquisite window displays showing the "London Gold Tips" and "Preferencia" at their best.

The Klingenstein Company are getting ready for a large advertising campaign on the "Y-B" and "Spana-Cuba" cigars.

With the baseball season in full swing, "Ike" Wentworth can be seen on the grounds every day boosting "Lovera" cigars.

A large sign advertising "Reynaldo" mild Havana cigars, manufactured by Luckett, Luchs & Lipscomb, of Philadelphia, Pa., has been erected on the top of the building belonging to the new Mussatti-Boggio Cigar Company, corner Main and Alameda Streets, where traffic never stops.

A ten-cent package of "Stag" tobacco is free with a twenty-five cent pipe at Louis Gold's cigar store, corner Winston and Main Streets.

Charley Smith has been busy with Chas. Bennett, of the Geo. W. Walker Cigar Company, saying the "good word" for "Rosa de Valle" cigars.

Arthur Meyer, factory agent for Bustillo Brothers y Diaz, while here recently announced that he would lend personal support to a campaign on "Henry the Fourth" cigars, to commence on August 1, 1914.

"Reynaldo" cigars have been placed in thirty-two new places this week by Mussati-Boggio Cigar Company.

One of the busiest places in the city is the cigar department of Haas-Baruch & Company under the "eagle eye" of one Cameron C. Tran. They carry a full assortment of selling brands of cigars. These include such brands as "San Felice," "Charles Denby," "Commercial," "Lovera" and "Bänderos," manufactured by the Jose Lovera Company.

The Max Roth Cigar Company is doing splendid work on the "New Bachelor" cigar.

Effective window advertising is being done by Anthony Schwamm on the "London Life" cigarette, and dealers report a steady increase in sales.

The recent campaign on "Copyright" cigars, made by Woodward-Jones-Johnson, is already producing results. This cigar is in evidence everywhere.

A number of men are working on "Murad" cigarettes with good results.

Anthony Schwamm left this week with his crew of men to work for Santa Barbara in the interest of "London Life" cigarettes. The local campaign, lasting ten days, was very effective.

Charles B. Poar, manager of the S. Bachman Cigar Company, reports trade good in all their lines. At the present time they are making a strong "push" on the "Flor de Baltimora," a seed and Havana cigar new to this territory. Many attractive window displays can be seen around the city.

Artistic window displays of the "Flor de Lovera" cigars can be seen now at all of Fred Barman & Brothers nine cigar stores. Special notice should be given the window of their store located at Sixth and Spring Streets, which is elaborately decorated and shows "Lovera" cigars in all sizes.

M. A. Newmark & Company tells me that the "Don Remo" cigar has not lost one whit of favor with the smoker of good cigars. Ever since the "Don Remo" banquet, given by I. W. Hoyt, factory representative of A. Davis Sons & Company, manufacturers of the "Don Remo" cigar, and Jos. Goldsmith, of the M. A. Newmark & Company, the salesmen of the latter firm have given their undivided attention to the sales of the "Don Remo" cigar, with increasing demand being the result of their action.

Ed. Cohn, College Inn Cigar Store, always keeps a good stock of "Copyright" cigars on hand to supply the ever-increasing demand of this "seller."

"Union Leader" smoking tobacco is going better than ever now, due to the extensive newspaper advertising campaign being carried on at present.

ALKALI.

Samuel T. Kurtz Marries

Announcement has just been made of the marriage of Samuel T. Kurtz, of Newmanstown, Pa., to Earla M. Keller, of the same place. Mr. Kurtz is the well-known office manager of John H. Witter, the prominent manufacturer of cigars, of Newmanstown. Mr. and Mrs. Kurtz, after receiving the blessings and best wishes of their many friends, left following the ceremony for Atlantic City and other seaside places, where bridal couples are so much in evidence.

Hamilton

Dreyfus Brothers Open Campaign on "La Saramita"—Trade Conditions Under Normal—"Aplomo" Kelley Visits City

HAMILTON, O., June 24, 1914.

TRADE conditions seem to be a little depressed here; I suppose on account of the excessive heat in this locality. It is a known fact that the heat in Hamilton is two or three degrees warmer than in surrounding territory, and most people are preparing for their vacation and getting ready for seashore and lakes.

Dreyfus Brothers, who conduct a big jobbing business and also retail stores, with headquarters at Third and High Streets, are putting on a big campaign on "La Saramita," "Saramita Fives" and "Percy Haswell," which they distribute through this territory with the assistance of Bert Smith and Dick Cuthbert. It looks like a gala week with all the downtown windows dressed with the Shields-Wertheim Company brands. J. B. Shields, president of this concern, was down for a day to superintend the big work. "La Saramitas" and "Saramita Fives" are the biggest sellers on Messrs. Dreyfus territory. Chas. Dreyfus, head of this concern, has been in the jobbing business about six years, and has built up a wonderful business in this length of time. The writer has just heard from Mr. Dreyfus that his business is growing this year, not only in the jobbing end, but the retail end.

The Louis Newburgh Company are very busy with an extra large force packing their 1912 crop. Murray Newburgh, superintendent of the local plant, is kept very busy in the local market. His anticipations are big for fall business, and Murray usually has the dope right on the future business. He also predicts the 1913 crop to surpass anything since 1908 in quality and size.

Radcliffe Brothers, druggists on the corner Second and High, who have quite a retail business, report a big increase on their sales of "La Saramita" and "Saramita Fives."

Cliff. A. Brown reports business as good, and a nice, steady increase in his cigar department.

Anton Armbrust, the West End cigar man, has a very beautiful display of "Saramita Fives," which attracted a great deal of attention and which by the way is his biggest seller.

Jackson H. Kelley, better known as "Aplomo" Kelley, stopped off here and landed a nice order on "Aplomo" from his distributors, Dreyfus Brothers.

Among recent visitors here was "Carnation" Meyers, of Salvador Sanchez. Mr. Meyers has a host of friends here and reports his business big on the "Dulce" and "Salsana" brands.

The Louis Newburgh Company closed for three days this week on account of the death of Mrs. Louis Newburgh.

GEORGE.

To Open Cigar Store in Wheeling

Harry A. Jones, formerly of the Berger Cigar Company, of Wheeling, W. Va., has recently opened a cigar store in Stall 16, Auditorium Building, that city. The many friends of Mr. Jones are congratulating him on his return to health and his foresight in opening a new stand. Many old customers have assured him of their patronage. Besides a full line of tobaccos and cigars, Mr. Jones will stock periodicals, soft drinks, etc.

Pittsfield Man Sells Interest in Cigar Store

William E. Brooks and George A. Pomfrey have recently acquired the A. S. Dorfman cigar store, having purchased the interest of Mr. Dorfman. The contract to make the repairs necessary caused by a recent fire, has already been awarded and the plans for the renovation are complete. The remodeled stand will have a center entrance, allowing two show windows, instead of one. The fixtures will be light oak with two large cigar stands twenty feet in length. There will be a large humidor to keep the stock in the best of condition. The alterations will be completed by July 1st.

Cosmopolitan Tobacco Company Organizes

N. P. Antoniades, who is head of the Turkish cigarette business which bears his name, located at 686 Sixth Avenue, New York, has just completed the organization of a new concern to be known as the Cosmopolitan Tobacco Company. A charter was issued a few days ago giving the company an authorized capital of $40,000.

TOBACCO AND THE VACATION EQUIPMENT

Light Pipe Is Favorite—Best Way to Carry "Makin's" Carry Cigars in a Case—Helpful Hints

THE tobacco question is one of the big points to be considered in the vacation equipment. The experienced hunter or fisherman is as careful in selecting his smoking material as he is with his gun, lines and hooks.

A light pipe is the favorite with old-timers and it is by far the most convenient and useful for the vacation purposes. A can or sack of pipe tobacco will last out a hunting or fishing trip of several days' duration while it would require a bulky package of cigarettes.

On a fishing trip the pipe is easily carried in the mouth and is an essential weapon against the invasion of mosquitoes and gnats that swarm the trout streams.

If the vacationist desires cigars he should carry them in a case, especially on a fishing trip, as they are easily broken in walking through the brush or sliding over rocks. Cigarettes can best be carried in a gunmetal case. The fancy silver or gold case should be left at home, as they are easily lost on a vacation trip.

"Home-made" cigarettes are all right, but much time is lost while rolling them and time is valuable when the fish are biting or you are following a fresh game trail.

The best way to carry pipe tobacco or cigarette "makin's" is loose in your pocket. The sack or can is clumsy and unhandy to open and fill a pipe from, taking up a lot of time that can be saved when you merely have to reach in your pocket and take out a pipeful of tobacco. It is safer to carry the loose tobacco in your coat pocket as it it liable to get wet if carried in a trouser pocket on a fishing trip.

To keep tobacco fresh in camp put it in a large can and slice a potato in half, putting the two halves in the can with the uncut ends in the tobacco. Cigars can be kept moist in the same way.

These are but a few hints that will help in the tobacco question, which is an important one to the hunters and anglers that smoke.

Keep matches in an empty cartridge, plugged up on the end. Carry lots of them. Take all you think you will need and then take more. Your pipe goes out while you fish.

When you find one of your customers buying for his vacation, a few of these hints properly injected in the conversation, will often help him solve his problems and at the same time you will make a life-long customer of him.

The Massachusetts Trading Stamp Bill

BOSTON, MASS.

The Senate passed to engrossment the trading-stamp bill, which requires a $6000 annual license to be obtained from a city or town clerk for the distribution by any person, firm or corporation, of trading stamps, coupons, tickets, certificates, cards or other similar devices. The license must be obtained not only by the concern which furnishes the stamps or coupons, but also by the merchant giving them away, and a separate license is required for every place of business. The bill was petitioned for by the Massachusetts Retail Cigar and Tobacco Dealers' Association. The proponents believe they have a measure which will pass the Supreme Court, although for years the war on the trading stamp and tobacco coupon has run up against the blank wall that there was no constitutional way of prohibiting its use or taxing it out of existence.

T. PARTY.

The Cuban Market

From Our Exclusive Bureau

Havana, Cuba.

HAVANA, June 23, 1914.

RECEIPTS from the country are beginning to increase gradually, and the situation about the new crop is becoming clearer from day to day. The first alarm caused by the reported excessive, large crop of the whole island, and the lessened demand in the United States, with a considerable quantity of the old crop still in the hands of our dealers unsold, created an uneasiness in the minds of our dealers. As it has been established, as a fact, that the sound, good part of the new tobacco of nearly all the leaf growing districts is by no means excessive, and perhaps not any larger than in normal years, our packers and leaf dealers have recovered their confidence that this part of the crop will be all needed to supply the coming demand from the United States. Under these circumstances, unless some unforeseen event should occur, as for instance a possible war with Mexico, we think that we have touched rock bottom on the old stocks, and which after all have been reduced considerable. As the new crop from all sections is burning freely, and has a good taste, it is bound to find favor with the American manufacturers. It should not at all surprise us if the buyers in their anxiety to supply themselves of fine leaf should raise the market later on, particularly as fine leaf is never in sufficient supply to meet the growing demand at normal figures.

During the fermentation in the piles and after the same is completed only the true condition of the tobacco crop can be established with accuracy, and now we can see what harm untimely rains, as well as drouth in some places, and unseasonable weather in the drying sheds, has caused, so that as a rough guess in most sections only half of the big crop is suitable for the American market. This bad quantity of pole sweated leaf, as well as crippled and yellow stuff, and papery leaf, which will spoil in the bales, could only be used for cutting up by our cigarette manufacturers, or be exported to Europe, where they are not so particular as regards quality, if the prices are only low enough. The vegueros, therefore, in order to get rid of this part of their crop will have to sell it at very low figures, but naturally the good will fetch fair prices, as a compensation for their labors.

There is only, as we stated before, a real scarcity of clean, light colored wrappers, and these are bound to fetch very high prices, while on the other hand there will be an abundance of miscolored resagos, and which should rule moderately enough.

Our leaf market has been quieter again during the past fortnight, as the number of American buyers has not increased yet to give us more life. Good leaf of last year's crop ought to be a safe speculation for any American dealer, or manufacturer, as there can be only an upward trend in the future. Business to Europe has been restricted, as the exporters are waiting to hear how the first trial shipments have been appreciated. The demand for South America continues, as heretofore, upon a moderate but steady scale. Our local manufacturers are operating only to supply their immediate needs.

Sales during the past two weeks amounted to 3326 bales, which consisted of: Vuelta Abajo, 1852; Partido, 682, and Remedios, 792 bales.

Buyers were: Americans, 1374; exporters to Europe, 200; shippers to South America, 550, and our local manufacturers of cigars and cigarettes, 1202 bales.

Exports of leaf tobacco from the port of Havana during the two weeks closing with the 15th inst. amounted to 4655 bales, which were divided among the following countries, viz.: To all ports of the United States, 3544; to Bremen, 262; to Rotterdam, 8; to Gibraltar, 10; to the Canary Islands, 3; to Buenos Aires, 628; to Montevideo, 126, and to Valparaiso, 74 bales.

Buyers of Leaf Tobacco That Come and Go.

Arrivals.—From New York: Fritz Lederer, of Heinrich Neuberger; S. M. Wallach, of G. Falk & Brother; Ernest Ellinger, of Ernest Ellinger & Company, who also have a leaf warehouse here.

From Key West: Jaime Pendas, of Moreda & Company.

From Chicago: Mike Friedman, of M. A. Friedman & Company.

From Milwaukee: Harry Reichert, of the Reichert Leaf Tobacco Company, and Joseph Kerne, of the Coraza Cigar Factory.

From Toronto, Canada: Benigno Tuero, of J. Tuero, Hno & Company.

From Bremen: Fred Horn, of Reinhard Baedecker.

From Antwerp: W. A. Schippereyn, of Scheltema & Rabel.

Returned.—Maximilian Stern, the manager-general of the Henry Clay and Bock & Company, Ltd., and the president of the Cuban Land and Leaf Tobacco Company, and Manuel Suarez, of Manuel Suarez.

Departures.—To New York: Valeriano Gutierrez.

To Milwaukee: Harry Reichert and Joseph Kerne.

To Tampa: Matt Berriman, Manuel Sanchez, José Escalante and José Lovera.

Receipts of Leaf Tobacco From the Country.

	From May 29 to June 18, 1914.		Since January 1, 1914.	
Vuelta Abajo	6,274	bales	25,721	bales
Semi Vuelta	1,653	"	3,712	"
Partido	1,002	"	1,688	"
Remedios	2,341	"	11,511	"
Oriente	28	"	907	"
Total	11,298	"	43,539	"

Cigars.

There is no denying the fact that business is bad in our cigar factories; it is usually dull at this period of the year, but this year it is exceedingly so. There are only a few orders, and not of any large amounts; the United States are nearly four million cigars behind in their importations of our cigars from the first of January up to the present date, as compared with last year. Canada, the Argentine Republic and Chile are each over one million cigars short in their importations. Great Britain is gradually lessening her deficit, being only two millions short now, while Spain, Germany and Australia are showing steady increases over last year. There are only a handful of the large factories which are working tolerably well, while all the medium and smaller ones are complaining bitterly of the hard times. In the meantime our government keeps silent about the modus vivendi with Spain, and a new reciprocity treaty with the United States.

Romeo y Julieta bought 500 bales of choice, old Vuelta Abajo vegas, tierra llana, and considering the times is working best of our independent factories.

Partagas is working also sufficiently well during the dull season. The owners have purchased the former leaf warehouse, 93 Amistad Street, and made a connection of same with their cigarette department, as it is directly in the rear. They will continue to use the Amistad building as a storehouse for their leaf stocks.

Don Valeriano Gutierrez, the United States representative of the famed "Hoyo de Monterrey" brand, came here for a four days' visit to exchange greetings with the managers. La Escepcion Factory is working very steady.

As the other factories had no news to give we dispense this time in recounting their names.

Leaf Tobacco and Other Notes of Interest.

The ad. of Mendelsohn, Borneman & Company with the heading "Grasp This" of May 23rd in a contemporary American tobacco trade paper, and the leader with Mr. Mendelsohn's reproduction of his photograph, had created a very bad impression in tobacco circles, as it contained untruths and a slander upon our cigar manufacturers when it stated that, in order to produce a mild and aromatic cigar, they had used Porto Rico leaf during the time of the Spanish regime and when this leaf could come here free of duty. The Union of Manufacturers and our Association of Leaf Dealers, Packers and Planters protested against this by cable, and the owner and publisher of the tobacco paper wrote an apology, stating that he was not aware of the nature of the ad., as he had not seen the same until it had appeared in print, but he kept silent about the leading article, and which really was the most damaging part. We have no time to go into details today, and as life is too short to be fighting continually we close with the German saying, "Schwamm darüber."

(*Continued on Page 35*)

Tampa Slump Psychological

Relative to the cigar business in Tampa and vicinity, one may get a fairly good idea of the conditions there at the present time, if he will but read the following remarks of Frank Boylston, Tampa, Deputy Collector of Internal Revenue. It might be stated that as Mr. Boylston progressed, he checked over the receipts of the week 1914 with a similar period in the year preceding. "Do you know," said Mr. Boylston, "that while the receipts of this office this year are less so far than last year, I don't believe there is any slump in the Tampa cigar industry. I have been thinking it over," he continued, "and have come to the conclusion that the explanation is the bonded cigar factories.

"The larger factories, most of them, are turning out made-in-bond cigars. They are higher grade Havana cigars, for which they pay the workmen more, and for which they obtain more from the jobber and retailer.

"But the stamp sales are the same for a hundred 'twofers' as for a hundred 'twenty-five-cent straights.' It is three mills a cigar, whether they are the best or the cheapest. And so though there is an apparent decrease in the number of internal revenue stamps sold, a higher grade of cigars is being made. I think, if you will inquire at the banks, you will find that the payrolls of the factories are as large or larger than this time last year. For, you know, the factories pay higher rates for the better cigars.

"But, in spite of that fact, the week closing last Saturday noon showed a gain over the same week a year ago. We are behind a bit, though not so very much in the totals to date for this year compared with the same period of 1913, but with a few more weeks like this last one there will be mighty little difference.

"The sales for last week were $19,297.26, which accounts for about 6,300,000 cigars. A year ago the sales were $17,756.26, which would run to about 5,800,000 cigars shipped out, on a general estimate.

"That's not so bad," said Mr. Boylston.

The Cuban Market

(*Continued from Page 34*)

Matt Berriman was a buyer of 500 bales of old Vuelta Abajo fillers and some new Resagos of Partido for his bonded factory at Tampa.

José C. Puente & Company have fixed up their warehouses at 166 to 170 Monte, 69 Tenerife and 8 Carmen Streets in very fine style, having spent between $7000 to $8000 in order to make them ratproof and complying with all the exactions of our board of health. Their office, newly painted and with a gilt rail, looks as having come out of a bandbox. They sold 415 bales of leaf during the past fortnight.

Harry Reichert was a buyer of 497 bales of leaf while in town here for the Reichert Leaf Tobacco Company.

I. Kaffenburgh & Sons were sellers of 250 bales of Remedios of both old and the new crop to their customers in the last two weeks. Albert W. Kaffenburgh is still attending to purchases in the Santa Clara province.

J. F. Berndes & Company purchased 403 bales of different kinds of leaf, old and new, for account of their customers.

M. P. Troy, the representative of the Henry Clay and Bock & Company, Ltd., for Great Britain, left on the 17th inst. for his post of duty at London, via Key West and New York.

Hermann Luettich, the power of attorney for H. Upmann & Company, sailed on the 21st inst. by the S. S. "Saratoga," accompanied by his family, for a few months' rest in Europe.

Shippers above 200 bales of leaf tobacco from the port of Havana during the last two weeks were:

Virgilio Suarez	642	bales
J. F. Berndes & Company	403	"
Maximilian Stern	322	"
J. Bernheim & Son	315	"
Leslie Pantin	273	"
E. H. Gato Cigar Company	266	"
Diego Montero	245	"
Allones, Ltd.	240	"
Cuban Land and Leaf Tobacco Company	236	"
Sobrinos de A. Gonzalez	204	"
Avelino Pazos	204	"

ORETANIV.

Memphis

Business Shows Improvement—Braun Brothers Introduce Coupon System—Harrison-Hussey Take On "Juan de Fucas"

MEMPHIS, TENN., June 20, 1914.

THE prolonged drouth of more than five weeks was broken by rains throughout the surrounding Cotton Belt, and trade is improving as a result. Indications point to a large cotton yield this year and business is strong.

Langhorn Reed, Kansas City, auditor (The Parker-Gordon Cigar Company), was in the city Friday en route to Nashville on his return trip to Kansas City, after a visit to the various Parker-Gordon branches throughout the South.

W. W. Rosebro (Morgan Cigar Company), accompanied by J. Hicks Mallory, manager Parker-Gordon Cigar Company, of Memphis, have been working the jobbing trade of Pine Bluff, Hot Springs, Fort Smith, Ark., and Nashville, Tenn. Mr. Mallory returned to Memphis this week and Mr. Rosebro continued his trip through the North.

R. L. Jordon, president Central Cigar Company, is in New York City.

S. L. Lee (S. L. Lee & Sons) and wife are spending their vacation in the old country.

J. C. Dudleston, manager Best & Russell Cigar Company, is calling on the trade this week.

Sig C. Mayer, proprietor Sig C. Mayer & Company, was in the city this week.

The new size "Samelson's Extra" cigar, manufactured by I. Samelson & Company, is proving very popular with the trade.

A safety razor is being given away with each ten-cent can of "Tuxedo" smoking tobacco. This product still holds its own as one of the leading sellers.

Harrison-Hussey, Inc., Nashville, Tenn., have taken on the "Juan de Fucas," under their own private brand of Virginia-Carolinas, also an "F. B. Q." forty dollar smoker, under their private brand of Harrison-Hussey's "S. T. N.'s," together with the five-cent brand of the same cigar. These range in prices from seventy to one hundred and thirty-five dollars.

Braun Brothers, one of the oldest cigar establishments in Tennessee, have introduced the coupon system and have also installed the Humigar cigar fixtures. These fixtures were designed by Will Braun and were manufactured in his home city, Jackson, Tenn. Braun Brothers carry the finest line of fixtures of any cigar company in the State.

Washburn Company are featuring "Owl" cigars in their Saturday sale.

I. M.

New Incorporations

W. E. Fredd Cigar Company, Bloomington, Ill. Capital stock, $10,000. Cigar business. The directors are W. E. Fredd, Frank Headley and Alexander F. Hirsch.

Sanitary Cigar Cutter Company, Boston, Mass. Capital stock, $30,000. The incorporators are C. J. Overton, F. B. Bosworth, W. J. Keating, H. P. Roberts and F. E. Morris.

Cosmopolitan Tobacco Company, Inc., New York. Capital stock, $40,000. General tobacco. The incorporators are S. Nicholson, Washington, D. C.; N. P. Antoniades and A. Horn, New York City.

A. H. Hillman Tobacco Company, New York. Capital stock, $35,000. The incorporators are A. H. Hillman, D. M. Baum and W. Raubitscheck.

Franklin County Farmers' Union Tobacco Warehouse Company, Louisburg, N. C. Capital stock, $100,000; $4500 subscribed by T. J. Reaves and others.

Otto Eisenlohr & Brothers' factory at Windsor, Pa., has recently been furnished with a water system, which includes a pump to which has been connected an electric motor. Through the installation of a large tank on the third floor of the structure, it is now possible to supply water to all parts of the building.

Detroit

Slack Season for Automobile Factories—Edelweiss Cafe Introduces Unique Coupon System—Hemmeter Cigar Company Busy—Albert Worch Back from Coast "All Smiles"

DETROIT, MICH., June 25, 1914.

ARTHUR H. REYNOLDS, of Des Moines, Ia., president of the American Bankers' Association, was in Detroit on June 22nd. He chatted for a moment with the writer at the Pontchartrain cigar department. Mr. Reynolds is very hopeful as to the future of business in this country when the new federal reserve law is in operation and with the remarkable crops which the country promises to harvest this fall. "It is true that we are financially on a little lower level throughout the country just now," he said. "Business is a little slack. A change of administration, the tariff law, which is not yet proven, and other things tend to uncertainty now. But I believe the new banking law is going to be of great value if it is properly administered. I look for business to continue on the lower level for perhaps the remainder of the year. But when you consider that our annual production of crops is $10,000,000,000 a year, or twenty-five times the annual gold output of the world, you can see that things cannot be very bad. And this year's crops promise to be the greatest the country has ever produced."

Just a few words about the automobile industry of which Detroit is the center. Right at the present time is the slack season and most of the factories have shut down in certain departments, and many men are out of work. The Ford Company is running about 7000 men less than they did a few months ago, while other factories are running proportionately less. Factories now are getting ready for the 1915 crop. The number of men out of work now is no greater than in other years for the same period, considering the growth of the industry, and the outlook is that they will all be back on the job before the end of the summer. Some of the factories are loading up with materials, and this is giving employment to thousands in the plants where axles, frames, wheels, motors and other parts are made. On the whole, the automobile industry is in good shape; people who already own cars are sure to continue with them or new ones in their stead, while there are still thousands upon thousands of farmers and merchants who will some day buy a car.

The Edelweiss Cafe, at Broadway and John R Streets, have a system of coupon books which can be used in any department, including the cigar department. This is proving a very successful feature of the Edelweiss business. Manager Stimson says that he is doing twice the business in cigars and cigarettes than he expected; two men are kept at the stand constantly and there is hardly a time of the day or night up to closing that they are not busy. Mr. Stimson is frank to admit that the coupons do have a tendency to increase the business. The books come at various prices, one dollar and up. If a man wants a ten-cent cigar, he gives two five-cent coupons. It is a fact that once a man gets a book of coupons, and he likes to smoke, he will buy more cigars than he would under ordinary circumstances where he would have to lay out the cash for them. Of course, indirectly he is paying cash, but the scheme works out like a charge account; in other words, if you can go into a cigar store and get all the cigars, cigarettes and tobacco you want, paying for them when you feel like it, you naturally will buy more than you would if no credit was extended. The system of coupons has another good phase; the merchant gets cash-in-advance. The Edelweiss is the only place in Detroit where this idea is carried out.

A disastrous fire on June 19th, which did $50,000 damage to the Bryant Hotel, also did $3000 damage to Edward Vosburg's cigar store in the same building, known as "Mac's Cigar Store." The fire originated in the attic of the hotel.

Flint had another fire the previous day, which did considerable damage to the United States Cigar Store. The fire is said to have started in a heap of rubbish in the basement beneath the cigar store. The flames ate through the floor to the stockroom, but were conquered before they did much damage there. The man in charge of the store said he could not give any information regarding his stock or the probable loss. He closed the store under instructions from headquarters in Detroit and reopened a few days later after the loss was adjusted.

Both Sam T. Goldberg, of the Lillies Cigar Company, and Oscar Rosenberger, of the San Telmo Cigar Manufacturing Company, have summer homes at Charlevoix, "the garden spot of Michigan." Both will have their families there for the remainder of the season. Mr. Rosenberger is now spending a few days there, while Mr. Goldberg just returned from a week's stay, part of the time being spent in fishing and the balance of the time in his fifty-foot cruiser, which he purchased last year.

John P. Hemmeter, of the Hemmeter Cigar Company, is back in the city after a week in the East. Business in the Hemmeter factory is reported to be excellent. The company's business is mostly in Southern Michigan, Northern Indiana and Ohio. Farmers and smokers in that territory look upon "Hemmeter's Champion" as the best five-cent cigar ever made. They have been buying them for years and are loyal supporters of the brand. It is remarkable to think that the immense Hemmeter factory, employing hundreds of people, disposes of its entire output in such a compact territory. "I Like the 'Hemmeter's Champion' because it is a nice, short smoke and because the quality is always the same. It isn't good one day and poor the next. You can rely on getting the same kind of a smoke always," spoke a Hoosier who dropped into the Pontchartrain the other day.

Mr. Hemmeter, in addition to his duties at the factory, has been an extremely busy man in the past six months. With a number of other prominent Detroiters, he has had plans under way for the formation of a third national bank, the deal being consummated the early part of June. The new institution will be known as the Merchants' National Bank and will start operations not later than August 1st. It will be capitalized at a million dollars. Mr. Hemmeter is not only one of the principal stockholders, but is also on the board of directors. Mr. Hemmeter showed very wise judgment in "pulling" for a third national bank. Detroit needs one badly: the time was never more opportune, and Mr. Hemmeter and the others who have promoted it and took stock cannot fail to earn a handsome dividend on the investment.

L. B. McKittrick, vice-president of the Tobacco Products Company, was in Detroit on June 24th. "Mac," with his usual good smile and good advice to young men, made a hurried call to the most prominent stands in the city. He was pleased with the excellent sale of "Melachrino" cigarettes, in spite of the fact that very little campaign work in behalf of that brand has been done in the past nine months, indicating that the brand has a very large and steady clientele.

Other visitors in our midst the past ten days have been: William Higgins, of Park & Tilford; Mr. Klein, of John W. Merriam Company; Mr. Scoby, general representative for the Melachrino cigarettes; Jack Planco and Joseph Banker, of Bouquet de Paris Cigar Company.

Edward Lichtig, Michigan representative for "Philip Morris" cigarettes, is back from a two weeks' trip to the summer resort sections. He found things flourishing and reported that business at the resorts so far is considerably better than last year, due no doubt to the early spell of warm weather.

It looks as if the Caverly family were made for cigar salesmen. Guy Caverly represents the G. J. Johnson Company, of Grand Rapids, in Detroit and vicinity and has been very successful in that capacity. Now comes along his brother, Morris Caverly, from Bradford, Pa., who has joined the same firm in the capacity of city salesman for Buffalo. His duties commence the first of July.

Albert Worch, of the Wayne Cigar Company, has returned home after a six weeks' stay in Portland, Ore., and other Coast cities. He will do no more traveling until late in the year. Mr. Worch came back "all smiles." He says things on the Coast for his company are going along in fine shape, and the question the remainder of this year will be "Not how many orders we can take," but "How many we can properly fill." Although the Niles & Moser hand-made is still the company's leading seller, the S. & W. hand-made is going right to the front. Both cigars retail at five cents and are packed in tins.

Bert Johnson returned June 22nd from a boat trip to Duluth. Mr. Johnson went on the Board of Commerce cruise, which was participated in by about six hundred prominent Detroiters. These cruises are given annually by the association and looked forward to each year with much pleasure. Men forget their business troubles and their wives and get together for "one grand time." Bert was the only retail cigar dealer aboard. Not only does he find them enjoyable from a social standpoint, but incidentally Bert manages to pick up a few orders and make new friends that more than repays him for the trip.

Thomas Monroe, well known as a cigar salesman, has announced himself as a candidate for the Republican nomination for the Legislature.

The Ross Company, of Detroit, has engaged in the candy and cigar business with a capital stock of $1000, of which all has been subscribed and paid in in cash.

Sandy Stuart, of the Superior Cigar Company, makers of the "Saturday Evening Post" brand, is back from a month's business trip through the West. Mr. Stuart returned enthusiastic about the future, and believes that by fall this country will be in better shape than ever. He received some very large orders for his company and his factory will be busier for the remainder of the summer than has been the case in previous years.

When the telephone bell rang a few weeks ago at the store of Lee & Cady, wholesale grocers at Fort Street and the Michigan Central tracks, and some one at the other end of the line said that Saxton & Warner, 311 Woodward Avenue, wanted 5000 cigarettes, Lee & Cady thought they had made a perfectly good sale. Furthermore, when a party on the line said he would call for the cigarettes so much the better, and the order clerk promptly handed the 5000 cigarettes to the young man who called. A few hours later Saxton & Warner notified the cigar department of the wholesale house that they had absolutely no knowledge of the order. The police are now looking for the young man who executed this latest novelty of "con game."

The Park Cigar Store, on Germania Avenue, Saginaw, Mich., was recently burglarized. Leonard M. Gray, proprietor, said $45

(Continued on Page 38)

"Fountain Fay" is the title of another cigar which the Friedland Cigar Company, Denver, Col., plan to place on the market. The new product will sell three for twenty-five cents, two for twenty-five cents and ten cents straight. "Fountain Fay" will be composed of seed and Havana.

After having devoted sixty years of active service to the cigar and tobacco trade, John Geiss, Batavia, Ill., has retired, the business having passed into the control of his nephew, Jacob Feldtman, who will conduct the same under the old firm name of Geiss Cigar Company. The factory is now located in Geiss Block, East Wilson Street, having but recently occupied its present quarters. Mr. Feldtman, before acquiring control of his uncle's business, acted in the capacity of superintendent at the factory.

Fancy Cigar Boxes
made by
Henry H. Sheip Mfg. Co.
Columbia Ave. and 6th St
PHILADELPHIA

INCREASE YOUR SALES IN 1914

BY STOCKING

"Our Principal"

A Nickel Cigar of Merit

Smokes Well
Sells Well
Pays Well

TRY THIS LINE

"Our Principal" Cigars give the retailer good profits, and the smoker complete satisfaction.

Back of **"Our Principal"** brand stand our principles. We believe in putting honest goods in our cigars, we manufacture under the most sanitary conditions.

More dealers sold our leading brand in 1913 than ever before. We will make a new record in 1914.

Write to-day for terms.

J. W. BRENNEMAN, Manufacturer, Millersville, Pa

HONESTLY ADVERTISED NOT MISLEADING

LA SARAMITA

Broadleaf Wrapped Havana Cigars

Real Havana Tobacco Skillfully Blended

Pre-eminent by Comparison

THE SHIELDS-WERTHEIM COMPANY, Cleveland

DETROIT

(Continued from page 15)

in cash had been taken from the safe. It is looked upon as a significant fact that the safe was not broken open but unlocked by use of the combination.

Ollie Hungerford has opened a new billiard parlor at 113 West Main Street, Kalamazoo, Mich. It is located directly opposite from the New Burdick Hotel and is the finest room of its kind in the city. Mr. Hungerford has spared no expense to make his new quarters all that the most exacting person could demand. Ollie will make his place an up-to-date sporting headquarters, with all baseball and race reports posted. He will carry a complete line of high-grade cigars and tobaccos.

Augustin J. Duby, a well known business man of Saginaw, Mich., who for the past six years conducted a buffet and cigar store at 112 South Washington Street, passed away June 9th. He was forty-three years of age and popularly known as "Gus." A wife and daughter survive him.

Other late visitors to our beautiful city have been S. W. LaSchelle, of the LaSchelle Cigar Company, jobbers in Marshalltown, Ia.; W. C. Adams, of the Haskell-Adams Company, of Boston, Mass., wholesale grocers, and H. S. Weller, vice-president of the Richardson Drug Company, of Omaha, Neb., who do a big cigar jobbing business. All of these gentlemen visited our largest factories and got a line on what was being turned out.

AL. U. THORNBURG.

Harnish & Brothers Exploiting "Statement"

Certainly, E. M. Harnish & Brothers, Freeport, Ill., numbered among the largest and most successful jobbers in the West, believe in letting the public know what they are doing, this as per a full-page advertisement in a recent issue of the "Journal-Standard" of their city, drawing attention to a new brand of cigars which they are now putting on the market. "Statement" is the name of the new product which is manufactured by not only one of the most reliable but most extensive factories in the world. The reputation being in back of the brand, the product will without doubt win popular approval.

New Home for "Courtello" Cigars

D. F. Fleck, of Reading, manufacturer of the "Courtello" cigar, announces through THE TOBACCO WORLD that his rapidly growing business has made it necessary for him to take larger quarters. To accomplish this end he has taken over the modern four-story building formerly occupied by M. Steppacher and after minor changes will start work as quickly as possible.

The success of the "Courtello" cigar has been unusual considering the short time that it has been on the market. Splendid work has been done on the brand in the anthracite and bituminous coal regions by the Reid Tobacco Company, of Milton and Altoona, Pa.

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List of Patents of Interest to Tobacconists

1,085,526, Cigar box, J. G. Bauer, Warsaw, N. Y.

1,085,204, Shovel attachment for tobacco cultivation, R. Grindle, Waunakee, Wis.

1,085,517, Combination cigar, cigarette and match case, A. G. Wormser, Harrisburg, Pa.

1,084,195, Cigar cutter, J. H. Bowen, Philadelphia, Pa.

1,084,044, Cigarette rod sealing device, E. D. Smith, Brooklyn, N. Y.

1,084,374, Cigarette molding device, C. F. Stewart, Flint, Mich.

1,084,881, Press for making pipes, F. Gahlen, Duisburg, Germany.

1,084,902, Tobacco pipe, J. H. Roth, Chicago, Ill.

1,080,400, Match box, S. J. Adams, Montclair, N. J.

1,079,998, Tobacco cutter, J. W. Arrants, Elizabethton, Tenn.

1,080,248, Single delivery match box, J. B. Bell, Lowry City, Mo.

1,083,516, Cigar cutter, J. H. Astruck, New York, N. Y.

1,083,052, Cigar tuck cutter, G. W. Bowman, York, Pa.

1,083,090, Tobacco setter, R. W. Ham, Richmond, Ky.

1,082,519, Tobacco working machine, H. P. Hill, New York, N. Y.

1,083,104, Tobacco container, O. H. Johnson, Elyria, O.

1,083,023, Manufacturing cigars, W. F. Metcalf, Philadelphia, Pa.

1,083,153, Match box, F. A. Strodel, Syracuse, N. Y.

1,082,257, Cigar cutter, J. H. Astruck, New York, N. Y.

1,082,393, Combination pipe and cigar holder, M. H. Baron, New York, N. Y.

1,082,399, Combined cigar box and humidor, L. Brenauer, New York, N. Y.

1,082,030, Pipe, A. W. Larison, Lincoln, Ill.

1,082,277, Cigar wrapper moistener and container, B. Liberman, Philadelphia, Pa.

1,082,278, Cigar wrapper moistener and container, B. Liberman, Philadelphia, Pa.

1,082,445, Guard for smoking pipes, C. H. Robinson, Deadwood, S. D.

1,082,384, Tobacco pipe, U. L. M. Zetterstrom, Hartford, Conn.

1,081,889, Cigar holder, M. S. Cole, New York, N. Y.

1,081,460, Tobacco handling implement, E. Norbo, Cashton, Wis.

1,081,512, Cigarette case, H. C. Pederson, New York, N. Y.

1,081,407, Match safe, O. Rison, Sebaka, Minn.

1,081,786, Tobacco plug extractor, B. T. Sublett, Danville, Va.

1,080,949, Cigar making machine, C. F. Bremer, Tampa, Fla.

1,081,038, Cleaning device for tobacco pipes and the like, C. H. Haig, New York, N. Y.

1,080,552, Cigar and cigarette holder, J. Hauenstein, Jr., New Ulm, Minn.

Tobacco Designs.

44,995, Cigar lighter, J. Berg, Chicago, Ill.

45,013, Cigar cutter, B. W. McClymont, Detroit, Mich.

44,956, Combination ash tray, F. W. Goerdes, East Orange, N. J.

44,958, Combined ticket or label holder and match striker, W. D. Hoover, Beaver Falls, Pa.

Labels..

17,381, "Robert Watt" (for cigars), Andy Delmer Cigar Co., Burlington, Ia.

17,384, "Rip" (for cigars), C. B. Henschel Manufacturing Co., Milwaukee, Wis.

17,385, "Consuela" (for cigars), C. B. Henschel Manufacturing Co., Milwaukee, Wis.

17,382, "Egyptian Cigarettes" (for cigarettes), Leopold Engelhardt G. m. b. H., Cairo, Egypt.

17,404, "Mena" (for cigars), Reguera & Berengher, New Orleans, La.

17,424, "Martin" (for cigars), Martin Brothers Cigar Manufacturing Co., Elkhart, Ind.

17,431, "Luxury" (for cigars), W. H. Raab & Sons, Dallastown, Pa.

17,432, "Ted & Tess" (for cigars), W. H. Raab & Sons, Dallastown, Pa.

17,437, "Leaf Tobacco" (for leaf tobacco), Ben Woeldike, St. Louis, Mo.

17,443, "Royal Arch" (for cigars), Petri-Italian-American Cigar Co., Inc., San Francisco, Cal.

17,463, "Russ Turk" (for tobacco), Morris Lakowitz, Chicago, Ill.

17,461, "Billy Ireland's 9-30-6" (for cigars), Wm. H. Ireland, Chicago, Ill.

17,490, "La Herma" (for cigars), McMasters & Hermes, Joliet, Ill.

Prints.

3,470, "Early and Late Chew" (for chewing tobacco), R. J. Reynolds Tobacco Co., Winston-Salem, N. C.

3,451, "He does not chew Brown's Mule" (for chewing tobacco), R. J. Reynolds Tobacco Co., Winston-Salem, N. C.

Copies of above patents may be secured for fifteen cents each by addressing John A. Saul, solicitor of patents, Fendall Building, Washington, D. C.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 236 Chestnut Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

REGISTRATIONS.

R. U. S.:—30,193. For cigars, cigarettes and tobacco. June 10, 1914. C. B. Kepner, Reading, Pa.

VAN SPEYKE:—30,194. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 10, 1914. J. Vanden Berge Cigar Co.

LOVELY CHILD:—30,195. For cigars. June 10, 1914. The Mueller & Son Co., Milwaukee, Wis.

EL REAGANA:—30,196. For cigars, cigarettes, stogies, chewing and smoking tobacco. Adolph Frankau & Co., New York, N. Y.

JEFFERY TAVERN:—30,197. For cigars. June 12, 1914. A. Westergreen Co., Chicago, Ill.

DETROIT STRAIGHT:—30,198. For cigars. June 12, 1914. C. F. Boldt, Detroit, Mich.

DETROIT STRAIGHT'S:—30,199. For cigars. June 12, 1914. C. F. Boldt, Detroit, Mich.

TANGO TAMPA SMOKER:—30,200. For cigars. June 12, 1914. Roland Alexandria Cigar Co., Tampa, Fla.

TROPICAL TRIUMPH:—30,201. For cigars. June 12, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

SAFE DRIVE:—30,202. For cigars. June 12, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

SWISHER'S ROUGH HAVANAS:—30,203. For cigars. June 12, 1914. John H. Swisher & Son, Newark, O.

SLOW:—30,204. For cigars. June 12, 1914. Eminent Cigar Co., Detroit, Mich.

LITTLE CYRILLA:—30,205. For cigars. June 12, 1914. J. Pines & Sons, Chicago, Ill.

IVALOU:—30,206. For cigars. June 15, 1914. Central Cigar Box Co., St. Louis, Mo.

HOTEL READING:—30,207. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 15, 1914. Yocum Brothers, Reading, Pa.

THE CHEERFUL HAVANA SEGAR APROPOS FOR HIS EXCELLENCY, THE AMERICAN GENTLEMAN:—30,208. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 15, 1914. Ruy Suarez & Co., New York, N. Y.

GREENWOOD & CO.'S BIG G:—30,209. For cigars. June 16, 1914. Greenwood & Co., Savannah, Ga.

LAVO:—30,210. For cigars. June 17, 1914. Petre, Schmidt & Bergman, Philadelphia, Pa.

WHITE FRONT:—30,211. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 17, 1914. F. A. Heim & Brothers, Lancaster, Pa.

S. P.:—30,212. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 17, 1914. E. Goslinsky & Co., San Francisco, Cal.

G. L.:—30,213. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 17, 1914. Cores-Martinez Co., Philadelphia, Pa.

R. & Y.:—30,214. For cigars. June 18, 1914. The Mueller & Son Co., Milwaukee, Wis.

IT BEATS THE MOVIES:—30,215. For cigars. June 18, 1914. The Mueller & Son Co., Milwaukee, Wis.

DOUMALITE:—30,216. For cigars, cigarettes, cheroots, stogies. June 19, 1914. Grand Rapids Cigar Box Co., Grand Rapids, Mich.

PICON:—30,217. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 19, 1914. Ruy Suarez & Co., New York, N. Y.

PEMLICO:—30,218. For cigars. June 22, 1914. John Fleck, Dayton, O.

COLONEL'S RIVER:—30,219. For cigars. June 22, 1914. Jacobs, Holtzinger & Co., Windsor, Pa.

RIVER OF DOUBT:—30,220. For cigars. June 22, 1914. Jacobs, Holtzinger & Co., Windsor, Pa.

NEW RIVER:—30,221. For cigars. June 22, 1914. Jacobs, Holtzinger & Co., Windsor, Pa.

T. R.'S RIVER:—30,222. For cigars. June 22, 1914. Jacobs, Holtzinger & Co., Windsor, Pa.

SLICK STICK:—30,223. For cigars. June 22, 1914. The Mueller & Son Co., Milwaukee, Wis.

LA FLOR DE A. BUSCH:—30,224. For cigars. June 23, 1914. W. W. Rosebro, Greensboro, N. C.

BINGO TIME:—30,225. For cigars. June 24, 1914. Martin Neff & Son, Red Lion, Pa.

BANNER 100:—30,226. For cigars. June 24, 1914. The Ritter Cigar Box Co., Detroit, Mich.

GUARANTEED DIVIDEND:—30,227. For cigars. June 25, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

DEUTSCHER CLUB:—30,228. For cigars and tobacco. June 25, 1914. G. Merz & Son, Chicago, Ill.

TRANSFERS.

MANON:—23,106. For cigars and cigarettes. Registered September 29, 1911, by Frawley Importation Co., New York, N. Y. Transferred June 15, 1914, to Burton Nathaway, New York, N. Y.

GERALDINE FARRAR:—25,212. For cigars, cigarettes and cheroots. Transferred June 15, 1914, to Burton Nathaway, New York, N. Y., by Frawley Importation Co., New York, N. Y.

WEGO:—12,859. For cigars. Registered February 27, 1900, by A. W. Zug. Transferred June 19, 1914, to F. A. Heim & Brothers, Lancaster, Pa.

LORD BYRON:—20,015. For cigarettes and chewing and smoking tobacco. Transferred to Microutsicos Brothers Co., New York N. Y., by E. Poulo, Marcoglou & Co. Retransferred by Microutsicos Brothers Co. June 25, 1914, to Samsoun Tobacco Co.

CANCELLATION.

CHATHAM SMOKERS:—29,891. For cigars. Registered March 12, 1914, by P. O. Mead, Savannah, Ga. Cancelled June 17, 1914.

Strotz-Staff Cigar Store Opens Refreshment Parlor

Following the latest move in the retail cigar trade the Strotz-Staff cigar store in the Hippee Building, Des Moines, Ia., has recently opened a refreshment parlor in addition to its regular store. Here, on any day, one may enjoy the delights of sodas and sundaes and other cooling refreshments.

The new fountain, the fine line of candies, and the attractive arrangement of small tables and chairs has already brought much new business to the store. Experience proves that soda and cigars can be sold in the same store, and although no cigars are exhibited in the refreshment department, many visitors pass from the cigar store to the soda fountain. The excellent manner in which the annex has been arranged has brought scores of women to the parlor, many of whom would not have come had the soda fountain been placed in with the cigar stands.

"7-20-4" Cigars Show Rapid Growth

A news dispatch from Manchester, N. H., calls attention to the fact that the output of the "7-20-4" cigar factory has increased five-fold in the past eleven years.

In 1903 the factory was employing 175 workmen and turning out about 7,000,000 cigars, in 1914 the factory is employing upwards of 1000 hands and turns out 38,000,000 yearly. This cigar now ranks as one of the leading ten-cent sellers and is probably the most popular cigar at that price in the New England States.

The "7-20-4" cigar was introduced by R. G. Sullivan, the manufacturer, in 1883, when the factory was located at 724 Elm Street. Mr. Sullivan is now rounding out a period of forty years in the tobacco industry.

Leaf Tobacco Notes

PENNSYLVANIA

LANCASTER, PA.

The last week has been a bad one for the tender plants of the new tobacco crop of Lancaster County, because of cold weather. One night there was frost, but it was so light that not much material damage was done. It would have required but a very little lower temperature, however, to have wiped out the entire crop, as the plants, when just set out in the field, are very susceptible to cold.

To add to the growers' troubles cut-worms have appeared, in some localities in such numbers that their ravages have compelled the replanting of entire fields. Fortunately there is no scarcity of plants so far, and as it is yet early in the season the matter is not so serious.

By advice of the local Farm Bureau's agent many growers are now clearing their plants of cut-worms at night, by the use of lanterns, the worms being nocturnal feeders, and more easily destroyed at night than during the day.

WISCONSIN

EDGERTON, WIS.

Cooler weather has been a great help to the growers, who are now busy transplanting their tobacco. The weather has prevented wilting and given much assistance in allowing the plants to get an early rooting.

The great bulk of the crop will be safely pitched in the fields by the close of the present week, which is about two weeks in advance of the usual date in this State. The growers are especially fortunate because there is scarcely any shortage of plants in any section, while in most localities the complaint is that the plants have reached the setting stage earlier than desired.

There is some work of packing and rehandling going on at the warehouses and arrangements are being made to start work at one of the stemming plants in this market the coming week.

CONNECTICUT

HARTFORD, CONN.

By the latter part of this week the work of transplanting tobacco in the Connecticut valley will be finished. On the large plantations it was completed some days ago. At the plantation of the Connecticut Tobacco Corporation, Silver Lane, the crop is doing finely.

The season is a little late, due to the cold weather shortly after the beds were sown. It is the opinion of growers that with the exceptional good weather since transplanting the tardiness in setting out will be overcome within a short time and the season will be about the same as last year.

There is a big increase in acreage this year. Farmers are gradually dropping the raising of produce to engage in the cultivation of tobacco, there being a bigger profit in the latter. Cut worms are said to be in evidence, but not in such large numbers as in previous years.

John F. Driscoll, of South Windsor, completed setting out twenty-five acres. Albert F. Burnham will finish in a couple of days and Richard J. Devitt within a short time.

Hunting Brothers and Lowell H. Brewer, the first to transplant hereabouts, will soon finish.

KENTUCKY

LOUISVILLE, KY.

Offerings of burley tobacco have been more liberal in our market this week than for some time past, with prices very satisfactory for both old and new crops when in good, sweet condition, while "odds and ends" and such hogsheads as opened in soft or doubtful order continue to sell at very disappointing prices.

Offerings of dark tobacco continue light, with no material change to note either in tone or value as compared with the past two or three weeks.

Since our report of last week but little rain has fallen in the various tobacco growing sections that have not yet completed the work of transplanting the crop, and it would appear from the best information we can get that the intended crop lacks considerable of being on the hill.

Replanting Tobacco in Lancaster County

LANCASTER, PA.

The tobacco farmers of the county were busy today planting tobacco, the recent rains having made conditions favorable for planting. In some sections the farmers are replanting their fields, many of the plants which were placed several weeks ago having been killed by the heat and drouth which prevailed. This is especially true in East Hempfield Township, where nearly half the plants must be replaced. Some fields were nearly entirely in need of replanting.

SUPREME COURT DECIDES KENTUCKY POOLING LAW VIOLATED FUNDAMENTAL PRINCIPLE OF JUSTICE

Tobacco Pool Declared Illegal—Act Put in Class With Void Anti-Trust Law—Terms of Law too Uncertain to Judge Standard

Washington, D. C., June 24, 1914.

THE act of the Kentucky Legislature of 1906 permitting pools or combinations of producers of tobacco and other agricultural products "for the purpose of obtaining a better or higher price therefor than could or might be obtained by selling said crops separately or individually," has been declared invalid by the Supreme Court of the United States for the reason that it set up a standard of conduct so uncertain that mere human agencies could not be expected to conform to it.

The attitude of the court is the same as was exhibited two weeks ago when the Kentucky Anti-trust act was declared invalid. The blow to the tobacco pooling law was delivered for the same reason that the Anti-trust act was wiped out. The two acts, the court declared, must be considered together, and, this having been done, both acts made the standard of legal conduct the question whether the combination resulted in raising or lowering the price above or below the "real value."

The case decided today arose from the fact that Patrick Collins and Thomas Malone, with other tobacco growers of Mason County, Ky., joined a tobacco pool and subsequently sold their tobacco outside the pool without the consent of the pool agent. The two men were indicted under the Pooling act, which permitted fines to be imposed upon those who violated the agreements intended to be validated thereby.

"The question presented," said the court, "is the same as that decided by this court in International Harvester Company v. Kentucky. It was found that the statute in its reference to 'real value' prescribed no standard of conduct that it was possible to know; that it violated the fundamental principle of justice embraced in the conception of due process of law by compelling men on peril of indictment to guess what their goods would have brought under other conditions not ascertainable.

"The Harvester Company was prosecuted for being a party to a price-raising combination, Collins for breaking a combination agreement and selling outside the pool which he had joined. With respect to each the test of the legality of the combination was said to be whether it raised prices above the 'real value.' If it did, in Collins's case, he would be subject to penalties for remaining in the combination; if it did not he would be punishable for not keeping his tobacco in the pool.

"He was thus bound to ascertain the real value to determine his conduct, not according to the actualities of life or by reference to knowable creteria, but by speculating upon imaginary conditions and endeavoring to conjecture what would be the value under other circumstances. The objection that the statute by reason of its uncertainty was fundamentally defective was as available to Collins as it was to the Harvester Company."

The fatal weakness of the attempts of the Kentucky Legislatures to pass laws that would protect citizens against the inroads of monopoly and at the same time permit the organization of pools which in themselves constituted monopolies but which were intended to defeat other combinations is pointed out by the court.

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Evidence of Backwardness of Tobacco Crop

A trip through Northern Tennessee and Western Kentucky by a tobacco reporter has verified the report of the backwardness of the tobacco crops in those sections. The prolonged dry spell which has prevailed without interruption has retarded the growth of the young plants to such an extent that the transplanting of the crops has been seriously delayed.

Preparations had been made to set out a bumper crop, and this would undoubtedly have been done, not only in the dark section, but throughout the burley belt as well, but for the lack of suitable rains.

A good rain in Northern Tennessee and the extreme southwestern section of Kentucky on Wednesday night proved beneficial and much work has been accomplished in the field since then. The transplanting of the crop is being pushed forward now with all the help available and it is expected that the entire acreage will be set by the end of June.

The area planted in Kentucky and Tennessee will fall short of that which was prepared by at least 25 per cent., but even with this reduction it is likely that both the burley and dark crops will be larger than last year. The river counties of Kentucky just southwest of Cincinnati were visited by a shower yesterday, which should enable the growers to get the remainder of their crops in the field.

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Hickey Brothers Open Store No. 6

Hickey Brothers, the well-known retail tobacconists of Davenport, Ia., have recently opened their sixth retail store at Third and Harrison Streets. After weeks of effort the finishing touches have been put to the fixtures. The interior is finished in solid mahogany with marble trimmings, while the system of indirect lighting suffuses the store with a steady and clear light, evenly distributed. The finest lines of clear Havana and domestic goods are in stock.

Tony LeClaire and Harold Morgan have been secured by Hickey Brothers to manage their new cigar store, No. 6. Mr. LeClaire will be chief clerk and will be assisted by Mr. Morgan. The former has been in the retail cigar business for ten years and is regarded as one of the most popular and capable men engaged in the trade. Mr. Morgan until recently was local representative for the Central Deep Creek Orchard Company, of Twin Falls, Idaho, and has many friends in the vicinity. Hickey Brothers are to be congratulated in securing two such men to manage their new store.

20,000 Stogies From Hann Factory

With its daily output of stogies running from 12,000 to 25,000, averaging a daily output of 20,000 stogies, the G. P. Hann stogie factory, South Seventh Street, Zanesville, O., is very proud of its record, and states that while their product has a national reputation, orders of exceptional size are sent to Chicago, Cleveland, New York, Oakland, Cal., and Omaha, Neb.

NOTICE

Public notice is hereby given that the regular monthly $500.00 cash payment for Makaroff cigaret coupons will be discontinued on July 8, 1914.
The regular redemption of coupons for magazines, silk hosiery, etc., will be continued as heretofore.
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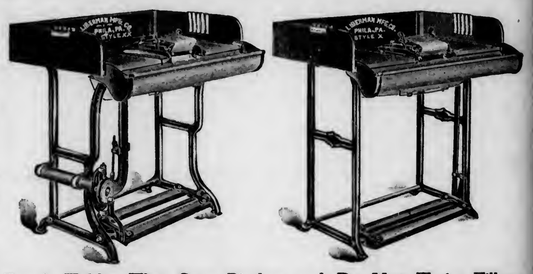

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Department Of Justice Still Investigating Tobacco Industry

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Stanley De Lisser Quits the Manufacture of Cigars and Scores Trade Morals

Clubdom Smoking, No 16
The Quadrangle Club, Chicago,

Trade Letters of Vital Interest from All Sections

Latest Reports from the Cuban Market

Latest News of the American Leaf Tobacco Markets

Registration of New Brands of Cigars, Cigarettes, Tobacco, Etc.

ESTABLISHED 1881 Vol. XXXIV No. 14

PUBLICATION OFFICES: 236 Chestnut Street, Philadelphia

F. C. LOZANO J. M. LOZANO

TRADE MARK

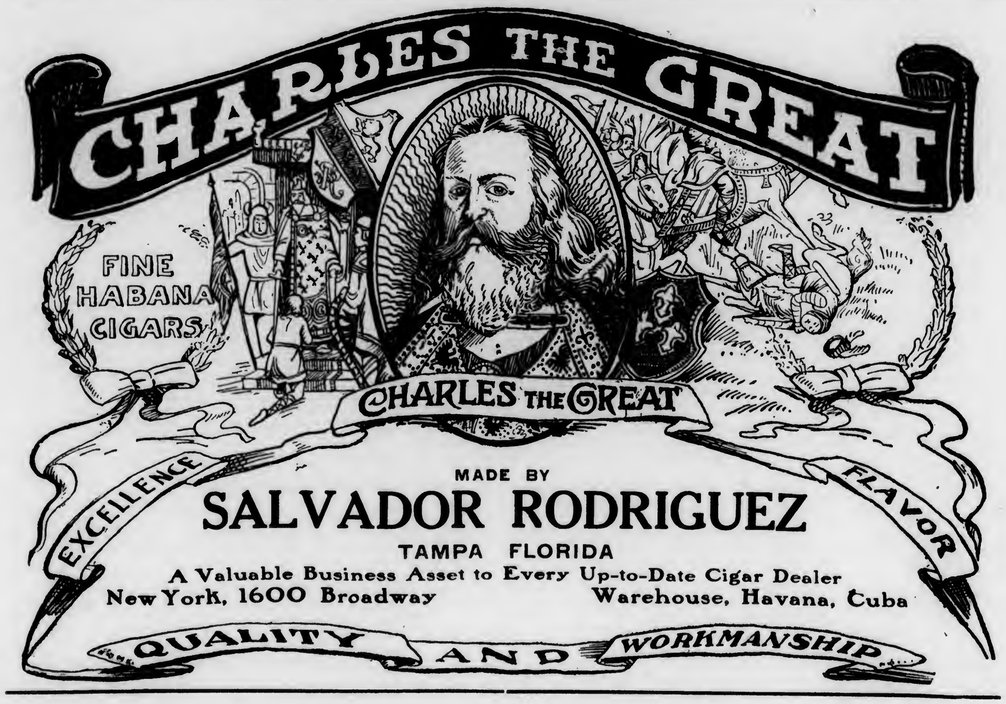
F. LOZANO, SON & CO.

HAVANA CIGAR MANUFACTURERS

Makers of the Famous "F. Lozano" Brand

FACTORY: TAMPA, FLORIDA

OFFICE: 437 FIFTH AVENUE, NEW YORK



MADE BY

SALVADOR RODRIGUEZ

TAMPA FLORIDA

A Valuable Business Asset to Every Up-to-Date Cigar Dealer

New York, 1600 Broadway Warehouse, Havana, Cuba

BEHRENS & CO.

HAVANA, CUBA

Manufacturers of the "SOL" Brand

SOL HABANA

Independent Factory

Quality - *always* a little better than Havana's *best*

One of the Oldest Havana Brands

ESTABLISHED 1834 RE-ESTABLISHED 1890

See Winston Churchill's Book, "The Crisis"

"La Flor de Portuondo"

1869

The 45-years' Standard Quality Cigar of carefully selected tobaccos —naturally cured and expertly blended—and best skilled hand-workmanship.

In all popular sizes, packings and prices.

Juan F. Portuondo

Cigar Mfg. Co., Philadelphia

TRIUMPH IN CIGAR SALES

Records of every scheme or device surpassed in creating large sales by attractive up-to-date cigar display with

The New Crystal Glass or Wire Edge Humidor Lids

which makes cigars look a thousand times better and enhances their selling value.

The extreme contrast by the neat and striking effect with their classy and artistic charm influences the smoker with an appetizing taste.

Dealers are discarding the old style metal frame lids that makes the store look like a second-handed curio shop with tin can covers, which proved injurious to sales and are adopting the more refined and popular style lids made by the originator and patentee of all kinds of box lids.

P. A. BECKER CO., 132 Cumberland Street, BROOKLYN, N. Y.

Established 1891

The Original and Genuine

Central Union

Smoking Tobacco in a New Cut

Packed in a Pocket-proof Package

1½ ounces—5 cents

United States Tobacco Co.

RICHMOND, VA.

For Gentlemen of Good Taste

San Felice

CIGARS

The Deisel-Wemmer Company

LIMA, O.

EISENLOHR'S

CIGARS

PHILADELPHIA

Quality Paramount

CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

Strictly Independent Manufacturers

CHAS. LANDAU

Sole Agent for United States and Canada

82 Wall Street - New York

Board of Trade Bldg., Montreal, Canada

Best Quality Best Known

EDEN

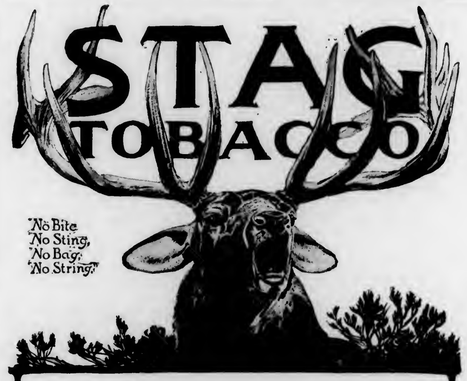
The Cigar Without a Peer

Calixto Lopez y Cia

Habana

New York Office— 257 Fourth Ave.

STAG TOBACCO



Take all your 5c. goods out of stock. Sell only what's left. How long would you stay in business?

Stag in the 5c. Tin has made more nickels jingle across the counter than any tobacco ever known.

5c., 10c., 40c., 70c. Tins; 90c. Glass Humidor

P. Lorillard Co., Est. 1760

EVER-LASTING-LY GOOD

HONESTLY ADVERTISED NOT MISLEADING

LA SARAMITA

Broadleaf
Wrapped
Havana
Cigars

Real Havana
Tobacco
Skillfully Blended

Pre-eminent
by Comparison

THE SHIELDS-WERTHEIM COMPANY, Cleveland

SAVARONA

The Standard Porto Rican Cigar

In every line of industry there is some one make of goods that is recognized as the standard of excellence. There is no question today about this palm being handed to **Savarona**. It costs something to maintain the quality necessary to getting and keeping this reputation.

You may buy cheaper, but nothing better.

Savaronas Give Satisfaction

CAYEY-CAGUAS TOBACCO COMPANY, Incorporated

152 WATER STREET, Cor. Maiden Lane, NEW YORK CITY

Demand Proves the Value of a Cigar

Statesmen MILD 5¢ CIGARS

ARE IN DEMAND

JEITLES & BLUMENTHAL, Ltd.
PHILADELPHIA, PENNA.

Year after year, CREMO maintains its popularity

The mellowness and smoothness of the Cremo blend suit the taste of a vast number of smokers

Cremo CIGAR 5¢

IF YOU'VE got a dog an' you do all the barkin' yo'self, the dog ain't wuth havin'.

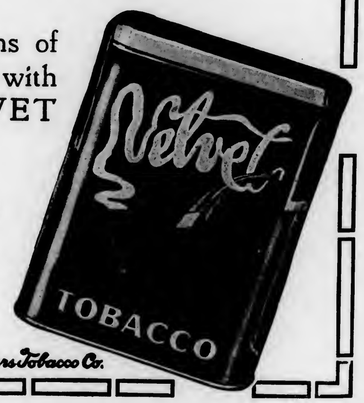
Velvet Joe

IF YOU have a brand of tobacco——or a dozen brands——on your shelves, and you have to do all the "barking" for these brands, the brands are not worth having.

We are advertising VELVET Tobacco because we know VELVET is worthy of the best things we can say about it, as often as we can say them.

Coupons of Value with VELVET

5c Bags
10c Tins
One pound Glass Humidors



Liggett & Myers Tobacco Co.

Whip Ready Rolled Tobacco

We are advertising "Whip" extensively in the great magazines—*Saturday Evening Post, Collier's, Literary Digest,* etc.

You may have had call for "Whip" already. That you will have a big demand for "Whip" is certain.

Write your Jobber for a supply

5c. one-ounce tins, 10c two-ounce tins, and in handsome green pottery Patented Self-Moistening 1-lb Humidors.

PATTERSON BROS. TOBACCO CO., INC.
Richmond, Va.

Also makers of "Queed"—the big 2½-oz. ten-cent tin—a little better than most 2-oz. ten-cent tobaccos. You will find it a good seller.

LA FLOR DE R. A. BACHIA Y CA. TRADE MARK HABANA

BACHIAS
Havana Cigars
For Men of Means

Renowned for Uniformity

IDENTIFIED BY THE GREEN AND GOLD BAND

R. A. BACHIA & CO.
47 West Sixteenth St. New York

E. H. GATO CIGAR COMPANY

FOR FORTY YEARS THE STANDARD — By Which Clear Havana Cigars Are Judged

GATO

Write for Open Territory
Factory: Key West, Fla. New York Office: 203 W. Broadway

If you want an uncommonly good Segar, try this brand, nothing better can be made.

They make trade for you—they make money for you—also some for the makers.

Segar de Luxe.
His Connoisseurs' Edition de Luxe
Rubaiyat
was made from the best and most accredited Vegas of Vuelta Abajo Leaf Tobacco grown on the Island of Cuba Under the personal supervision of
Phil Merriam

JOHN W. MERRIAM & CO.
139 Maiden Lane, New York

LIPSCHUTZ'S 44 CIGARS

"44" Cigar Co. Philadelphia

LOVERA

CLEAR HAVANA CIGAR
Made under U. S. Bond by
Jose Lovera Co.
TAMPA, FLA.

BAYUK BROTHERS

"HAVANA RIBBON"

FIVE CENT CIGAR
PHILADELPHIA

DIAMOND JOE TRADE MARK CIGAR FACTORY ESTABLISHED 1860

Charles Denby

BEST THAT SKILL, ENERGY AND MONEY CAN PRODUCE

H. FENDRICH, Maker, EVANSVILLE, IND.

5c CIGAR

EL GENIO

Clear
Havana
Cigars

Made in Tampa, Fla.

P. Verplanck & Co.
263 Fourth Ave. New York

The Latest Improvement in Electric Cigar Lighters is the

Brunhoff Jump Spark Lighter with Automatic Cutter

Operates with an excellent jump spark coil. The main feature is that the lighter uses electricity only for an instant. No current used or wasted on return into position. This is most important. It saves your batteries —gives them longer life. The front is for your ad or for a mirror. The handle is convenient to light from, for the shortest or the tallest. Pull the handle to you, slow or fast, **"you get a light every time."**

If you want the best lighter ever made, send us $12.00 and state if wanted with glass or mirror front. Send label if you want us to insert it.

Made and Guaranteed by

The Brunhoff Mfg. Co.,
Cincinnati, Ohio

Eastern Branch and Show Rooms
113 Maiden Lane, New York

SANCHEZ & HAYA CIGARS

Now Manufactured in Bond

Factory No 1 Tampa. Fla.

Under Government Supervision

Look for Bond Stamp on Box

(Facsimile of Window Card)

Inform Your Customers

Send for our colored window card announcing that old No. 1, Tampa, is now a bonded factory and that "La Flor de Sanchez Y Haya" cigars, carry with them, the Government guaranty, that nothing but pure Havana tobacco is used in their manufacture.

They have been leaders since 1867 and they will continue to be for generations to come.

SANCHEZ Y HAYA
Tampa, Fla.

In Quality In Workmanship

"ABOVE ALL"

Bold Cigars 5c.

In Selling Power In Every Way

BOBROW BROS.

PHILADELPHIA, PENNA.

No Ruling Needed to Describe "Character" of "La Tonia" Cigars

The finest tobaccos, skilfully blended by experienced workmen, best defines the "character" of "La Tonia" cigars.

Our bond of Guaranty is given by the consumers who, in almost every section, demand "La Tonia", not "something just as good".

Get Busy with this rapidly growing line and have a box of "La Tonia" cigars to shove across the counter to your discriminating smokers. Write your nearest jobber (or the factory) without delay, and get the particulars.

"La Tonia" cigars satisfy the smoker, build new trade and pay a good profit.

At present, three sizes—Longfellow, Perfecto and Imperiales.

JOHN STEIGERWALD & CO., **2411-13 No. Howard St. PHILADELPHIA, PA.**

"LA TONIA LONGFELLOW" Smoked by discriminating men since 1895

In a Class With the Melons

5c.-Rocky Ford Cigars-5c.

Delicious Flavor
Made at our Newark, N. J. Factories

We also manufacture at our several factories located at Pittsburgh, Pa. the celebrated

[Pittsburgh "FAMOUS" Stogies]

The jobber's biggest asset in the 2 for 5c. line.

Our 2 for 5c. and 3 for 5c. lines of CIGARS and STOGIES are so extensive that space does not permit mentioning

Write for full information and prices

UNION AMERICAN CIGAR COMPANY
28th and Smallman Sts. Pittsburgh, Pa.

Graham Courtney

"MILD HAVANA BLEND"

They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company
135 West 42nd Street, New York

F. RODRIGUEZ Y CA. San Miguel 85, Habana, Cuba.

Manufacturers of the celebrated
"ELITE" Habana Cigars.

MAX SCHATZ
82 Maiden Lane New York

Sole Representative for United States and Canada.

Fifth Avenue Cigarettes

The Union Made Cigarette of Quality
Bearing Union Label
Ten cents per package of ten. Mouthpiece, Cork Tip, Plain

Live Distributors Wanted

I. B. KRINSKY
207 North 4th Street . . . BROOKLYN

The Standards of America:

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts
Strong, Salt, Sweet and Plain Scotchs

MANUFACTURED BY
GEORGE W. HELME CO., 111 Fifth Ave., New York

G. S. Nicholas & Co.

41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

GREATEST SUCCESS IN HABANA'S CIGAR HISTORY

ROMEO Y JULIETA

RODRIGUEZ, ARGUELLES & CO.

A Success of Quality

THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD

U. S. Representative: Wm. T. Taylor, 93 Broad St., N. Y. City.

CORRESPONDENCE SOLICITED

JUST THINK-5¢ BUYS A
LA FAMOSA
EQUAL TO ANY MILD 10¢
CIGAR

E. Kleiner & Co., Makers, New York

THE
Key West Cigar Factory
Factory No. 413, KEY WEST, FLA.

Office and Salesroom:
43 to 47 W. 33d St., New York

HAVANA CUBA CIGARS

Vuelta Abajo "Castaneda"

CARDENAS & CO.

Main Offices and Factory: 102 Galiano Street Havana
London: 114 Grace Church Street
New York: 3 Park Row

DAVE ECHEMENDIA, U. S. Representative

T. J. DUNN & CO.

Makers of

The New Bachelor Cigar

401-405 E. 91st Street, New York

A Needless Expense

The payment of $1.85 per pound duty on your wrapper IS A NEEDLESS EXPENSE IN YOUR BUSINESS when you can obtain wrappers of such *high standard* and *merit* in BURN, QUALITY and YIELD as our

American Sumatra Wrapper

Don't lose valuable time if you want to make your business profitable for 1914.

Our Customers are already convinced. Let us convince you?

American Sumatra Tobacco Co.

131 Water Street, New York

MADE IN BOND

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

V. Guerra, Diaz & Co., Tampa, Fla.

Established 1867

Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER

Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA. HAVANA CUBA

T&O COMPANY MAKERS

Wm Penn

10c. Cigar

Good Thru' & Thru

THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
Offices: 1020 SECOND AVE.
New York City

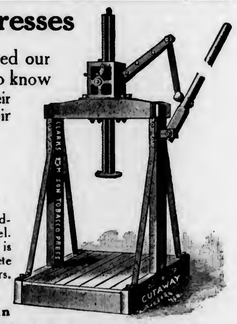
Good Tobacco Presses

Tobacco packers who have used our presses for many years, and who know exactly what they are, go out of their way to show and recommend to their friends the

Cutaway CLARK

Samson Tobacco Press

This press is made of carefully selected hardwood, stoutly braced and bound with steel. It gives tremendous pressure; it is durable; it is easily handled Write us today for complete description. Ask for names of a few users.



THE CUTAWAY HARROW CO.
948 Main Street Higganum, Conn

Maker of the original CLARK disk harrows and plows

M. MELACHRINO & CO., Inc.

EGYPTIAN CIGARETTES

You Cannot be Mistaken if You Stock the Easiest Sold Cigarettes

M. Melachrino & Co., Inc., are purveyors and supply all the Courts, Embassies, 120 Clubs and 360 Regimental Messes throughout Europe

GRAND DEPOTS OF M. Melachrino & Co., Inc. { London, 8 Regent St., S. W. Cape Town, South Africa } Calcutta, 10 Government Place Alexandria, Rue Cherif Pacha CAIRO, Head Office and Factory Hamburg, 18-20 Grosse Backerstrasse

AGENCIES IN THE PRINCIPAL CITIES OF THE WORLD PRICE LIST UPON APPLICATION

214-216 WEST 47th STREET, NEW YORK

THE TOBACCO WORLD

Vol. XXXIV. PHILADELPHIA AND NEW YORK, JULY 15, 1914. No. 14.

BOBROWS GRANTED INJUNCTION RESTRAINING MAKERS OF "GLAD"

Decision of Court Upholds Bobrow Bros.—"Glad" Label As Now Used "Unfair Competition," Says Opinion —Evidence Showed that "Bold" Advertising Had Increased Trade and Made Good Will

IN the recent case of Bobrow Bros. v. the manufacturer of the "Glad" cigar, much of interest to the cigar trade is to be found in the opinion recently handed down by Judge Staake in the Court of Common Pleas granting Bobrow Bros. a temporary injunction. While it was possible for Bobrow Bros. to prosecute the case on the grounds of right acquired by virtue of the registration of the title "Bold" as a United States trade-mark, this was not done, but the suit was brought on the grounds that the title "Glad" as used in competition was unfair, unjust and unlawful. This charge was upheld by exhibits showing the similarity of the use of the "Glad" title and label to that of the "Bold" and also by witnesses who stated one not seeing the two boxes together would be deceived by the "Glad" label. The importance of this testimony is shown in the following words of the court:

> "We repeat, the court is convinced from the evidence that the label, mark and brand of the defendant are in imitation of those of the plaintiffs, and that they were adopted with the intention of deceiving the public and the buyers of cigars; that this imitation label, mark and brand are calculated to deceive persons purchasing cigars and that they were adopted by the defendant for the purpose of deriving benefit from the plaintiffs' good will which plaintiffs had acquired in the manufacture and sale of the brand known as 'Bold' cigars In the citation of various opinions, it is pointed out and brand by the plaintiffs."

The opinion further states that the evidence submitted to the court showed a very generous expenditure for advertising by the plaintiffs, so that the "Bold" cigar "became well known to the wholesale and retail trade and was recognized by the name, design and label, which recognition became a large and valuable good will to the plaintiffs."

In the cotation of various opinions, it is pointed out that it is not necessary to claim fraudulent intent in order to secure court intervention. It is cited from the case of Portuondo v. Portuondo, 222 Pa. 116, which was an appeal from the Court of Common Pleas No. 3 of this county, that "the general rule is that anything done by a rival in the same business by imitation or otherwise, designed or calculated to mislead the public, in the belief that in buying the product offered by him for sale, they were buying the product of another manufacturer, is in fraud of the other's rights, and will afford just grounds for equitable interference."

The opinion says further:

> "It could hardly be successfully contended that the word 'Glad' as a name alone could be taken by any one for the word 'Bold,' notwithstanding both are words of four letters and that each word contains the letters 'L' and 'D.' It would appear, however, that it

(*Continued on page 20*)

DEPARTMENT OF JUSTICE STILL INVESTIGATING TOBACCO FIELD

Every Phase of Industry Being Carefully Studied—Government Has Threefold Purpose—Conducted Under Authority of Last Clause of Dissolution Decree

NEW YORK, July 10, 1914.

WHILE denying the reports of a new trust suit, it is admitted that the Department of Justice is now busily engaged in one of the most complete investigations of the tobacco industry ever made. A staff of five or six men are now at work under the direction of Claude A. Thompson, Special Assistant United States Attorney, and it is believed that fully six months will elapse before the investigation is completed. When the data is tabulated it is expected that a report will be made to the Attorney-General with recommendations from H. Snowden Marshall, United States District Attorney.

Every phase of the manufacture of tobacco products is being thoroughly studied and Mr. Thompson has just returned from a trip through five or six of the tobacco-producing states.

A report from Washington states that Attorney-General McReynolds has never been satisfied with the Supreme Court decree against the old tobacco combine. It is said that he is conducting a quiet investigation to determine the effectiveness of the decree with a view of instituting proceedings in the Supreme Court to have the decree strengthened.

The investigation is being conducted under the authority of the last clause of the dissolution decree, which provides that in event of other orders being needed to accomplish the Court's will, the Circuit Court should retain jurisdiction for that purpose.

The purpose of the investigation is threefold, according to Mr. Thompson. In the first place, it is intended to discover whether the companies have been guilty of violating the decree. Secondly, assuming that there has been no actual violation, an effort is being made to determine whether the decree has been sufficient to carry out the purpose of the court by re-establishing competitive conditions in the tobacco business. And, thirdly, the Government is desirous of knowing whether there are any companies existing today in violation of the law. The wide range given to the investigation by the scope of the facts which are to be elicited includes everything from the planting of the tobacco to the manufacture of licorice, tinfoil and boxes.

KNICKERBOCKER.

New "Partagas" Samples Coming for Robert Lane

The man with the "Partagas smile," genial Robert E. Lane, is still smiling and feeling mighty good over the news that he is going to receive some new "Partagas" samples shortly. Mr. Lane states that these goods will be masterpieces of the cigarmaker's art and in addition will contain some new ideas in the way of cigars. Good business on the finer sizes of "Partagas" has kept Mr. Lane busy and he looks forward to a still busier period when the new samples arrive.

THE TOBACCO WORLD

ESTABLISHED 1881

PUBLISHED ON THE 1ST AND 15TH OF EACH MONTH BY
THE TOBACCO WORLD CORPORATION
J. LAWTON KENDRICK, Treasurer

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236 CHESTNUT STREET
PHILADELPHIA

Bell Telephone—Lombard 1768
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J. LAWTON KENDRICK ..... Managing Editor
HOBART BISHOP HANKINS ..... Advertising Manager

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Subscription in United States, Postage Paid ..... $1.00 per Year
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Single Copy ..... 15 Cents

ADVERTISING RATES MAILED UPON APPLICATION

Entered as Second Class Mail Matter December 22, 1909, at the Post Office, Philadelphia, under the Act of March 3, 1879.

Vol. XXXIV JULY 15, 1914 No. 14

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OTTO EISENLOHR, 932 Market St., Philadelphia ..... Vice-President
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Successful manufacturers in almost every line of manufacturing are constantly harassed by imitations of their goods placed on the market at lower prices to the trade and intended to deceive the public.

Stopping "Unfair Competition"

What is true of the general trade is true of the cigar business in particular. Manufacturers of unbanded nickel goods who have spent fortunes in advertising their goods to both the trade and the consumer, building up a reputation for their cigars and meeting with eventual success, have always been more or less preyed upon by unscrupulous manufacturers who, lacking a proper sense of good sportsmanship, have imitated in some ways the package or label or both of the successful brand, tending to deceive the general public and to attract trade from the advertised goods to the imitation.

Right here it might be said that these imitators would not be able to meet with sufficient success to warrant them continuing such sharp practices were it not for the fact that by offering the goods at a lower price they are able to find retailers who lose sight of the real issue and consider the monetary gain.

As a matter of fact, the volume of sales from the widely advertised goods more than makes up for the greater profit derived from the sales of the unadvertised goods, but this fact is often overlooked, and when the end comes, as it eventually does to the imitators, the retailer who has stocked these goods in preference to the advertised cigars, finds that he not only has lost the sales on the brand withdrawn, but also that some other retailer is now getting his trade on the advertised brand.

The Court of Common Pleas No. 5, has recently handed down a decision in such a case and the story is treated in detail on another page.

The opinion in the case in question points out that it is not necessary to show fraudulent intent, but that an individual or a firm may, innocently, manufacture and sell goods under a label of such similarity to an already established brand that the injured firm may ask for court interference on the grounds of "unfair competition."

In this case the plaintiffs were granted a temporary injunction and the opinion in several places reiterates that the evidence tended to show that the defendant was indulging in "unfair competition."

Philadelphia, in particular, has many manufacturers of nickel cigars which are known from coast to coast. It is safe to say that practically every one of these manufacturers suffer in this city from imitations which are quietly marketed.

The step taken by this young firm in protecting their rights is a worthy example, and if other cases were prosecuted with like diligence it would only be a question of a short time when the imitations would disappear from the market.

It is a fact worthy of observance that a manufacturer who imitates another brand seldom, if ever, advertises that brand to the trade or the consumer, but builds up his business on the success of another. There are cases where brands and labels are innocently imitated, but generally in such cases the manufacturer is only too glad to withdraw the same and build up a business on his own merits and those of his goods.

Trade Conditions Quiet, Says F. R. Hoisington

In an interview with a representative of THE TOBACCO WORLD, F. R. Hoisington, president of the Cayey Caguas Tobacco Company, stated that he found trade conditions in general dull, while the ordering of goods was being done very conservatively.

"Our own cigars have been very successful," said Mr. Hoisington, "and our first six months have shown a remarkable increase in business. We have determined that 'Savarona' cigars shall represent the very best product of Porto Rico, and we think that results obtained speak for themselves. We also think that our increase in business is due to the intrinsic merit of good Porto Rican cigars, and at the same time cigars which have the tropical aroma and quality.

"You can see by reference to the shipments from Porto Rico," he added, "and other lists published by the tobacco papers that Porto Rico this year has lost in production less than any of the other principal manufacturing points, and this in spite of a strike on the Island, which cut down the production of the biggest factory very materially."

"Charles the Great" in Portland, Oregon

Quite a good deal of prominence is being given to Salvador Rodriguez "Charles the Great" cigar by Si S. Rich in his two stores in Portland, Ore. Mr. Rich is the sole retailer of this brand in Portland, and reports that it has been the means of increasing the patronage of both his stores.

Turkish Tobacco Crops by Districts

The following from the "Daily Consular and Trade Reports":

"In view of the fact that the famous Turkish cigarette tobacco fields in European Turkey have been divided up between Greece and Bulgaria, the following table, showing the districts from which each country draws its cigarette tobacco, and also designating which districts have passed to Greece, Bulgaria and Servia, may be of interest.

"The highest priced tobacco is from Cavalla and Xanthi. While Cavalla has fallen to Greece, Xanthi has passed under the control of the Bulgarians. For the present the Bulgarian authorities have made no important changes in the laws concerning the control and exportation of tobacco, but it is said that a Bulgarian tobacco monopoly may be established before long.

Districts.	Total. *Pounds.*	United Kingdom. *Pounds.*	Germany. *Pounds.*	Austria-Hungary. *Pounds.*	Italy. *Pounds.*	United States. *Pounds*	Egypt. *Pounds.*
Aleppo	122,643	.....	.....	.....	.....	.....	122,643
Adrianople	130,471	2,387	84,258	.....	.....	801	12,355
Balikesser	325,145	1,384	264,882	845	.....	.....	.....
Beirut	208,084	220	11,807	.....	.....	6,006	189,994
Cavalla[1]	27,898,748	1,403,008	757,715	13,914,734	2,218,416	7,700,942	1,335,270
Constantinople	158,471	26,708	9,944	6,893	220	.....	36,291
Damascus	33,411	.....	.....	.....	.....	.....	33,411
Ismidt	1,801,274	.....	332,149	.....	.....	14,287	1,181,334
Janina[3]	16,632	16,632	.....	.....	.....	.....	.....
Latakia	2,013,520	1,950,980	11,741	38,438	.....	2,475	5,691
Mytilene[1]	95,143	6,314	41,925	6,833	.....	.....	40,071
Saloniki[1]	8,902,423	57,798	715,959	7,099,519	450,303	501,193	51,121
Samsun	16,685,838	353,070	596,904	8,427,657	.....	4,795,562	1,506,131
Smyrna	12,872,273	448,628	1,175,636	3,119,593	.....	6,323,995	712,763
Trebizond	4,010,083	322,942	196,306	167,783	.....	.....	3,137,310
Uskub[2]	19,340	19,340	.....	.....	.....	.....	.....
Xanthi[3]	9,099,245	470,875	622,142	5,855,940	.....	1,134,148	268,543
Broussa	145,263	.....	.....	110,343	.....	.....	2
Total	84,538,007	5,080,886	4,821,368	38,748,578	2,668,939	20,479,409	8,632,930

[1]Now under Greek rule. [2]Now under Servian rule. [3]Now under Bulgarian rule.

"Austria was the largest purchaser of Turkish tobacco during the year ended March 13, 1912, taking 38,748,578 pounds. The United States was the next largest buyer, taking 20,479,409 pounds. Both of these countries buy heavily of the high-priced Cavalla tobacco, and in fact Cavalla furnished 33 per cent. of the total amount of tobacco exported from Turkey during the year ended March 13, 1912. In the future this large item will figure in Greek and Bulgarian exports, the Bulgarian output being shipped from Port Lagos.

"The exports of leaf tobacco to Russia were 1,343,795 pounds, to the Netherlands 622,424 pounds, and to France 450,048 pounds.

"The following were the exports of leaf tobacco, by districts, during the year ended March 13, 1912, and the principal countries of destination:

"United" Store Burglars' Victim Again

After the withdrawal of a detective, who had been watching the United cigar store at 114 Third Avenue for some time past, burglars promptly broke into the store the night following the removal of the detective. This little bit of safe cracking netted these experts some $535.

A building in the course of construction next to the store employs a nightwatchman and it was thought that the detective was superfluous. Facts indicate otherwise. The prosperous stands of the "United" have been very shabbily treated by the Knights of the Mask and Gun during the past year.

The Tobacco Trade to Move Forward

Indicative of the future is the news that many big tobacco concerns which have been withholding their advertising for the past months are about to open up with campaigns that will cost several million dollars.

It is stated that the American Tobacco Company is about to launch an advertising campaign of forty weeks' duration, which will cost in the neighborhood of $1,200,000.

Tobacco Firm Not Guilty

Representatives of the Mill-McCoull Company, of New York, appeared before Police Justice Brady recently, in Albany, to answer a charge of the violation of Section 883 of the Labor Law. The alleged violation occurred in the cigar and news stand in Stanwix Hall, where it was said a young woman clerk had worked every day in a week without rest. It was also charged the company had not posted a schedule of hours required by law when an employee is compelled to work Sunday. Judge Brady dismissed the case, stating that there was no evidence that the company in question had anything to do with the stand which was evidently owned by an individual.

Ban on German Tobacco Trust Cigarettes

The Bavarian War Ministry has recently sent out an order from Munich, ordering all branches of the Bavarian Army, including the officers' messes and men's canteens to purchase their cigarettes only from firms independent of the tobacco trust. Cigarettes made by the trust have already been banned from Bavarian railway stations.

BOBROWS GRANTED INJUNCTION RESTRAINING MAKERS OF "GLAD"

(Continued from Page 15)

was not the word 'Glad' which was alone complained of as being evidence of unfair competition by the defendant, but it was the manner in which the word 'Glad' was used by placing it on the label in such a position or manner by having the word running diagonally across the label from the lower left-hand corner to the upper right-hand corner thereof in such letters and with such a shaded background, with such scroll work upon the label, together with the placing of the defendant's monogram also upon the said label.

"The act of the defendant, however innocent, is considered constructively fraudulent if the result would tend to unfair trade, to confusion of goods, and to interference with the rights of another.

"The conclusion of the court therefore is that the use of said label, mark and brand by the defendant in the manner now used and complained of by the plaintiffs constitutes unfair trade competition as against the plaintiffs, and that an injunction should be issued restraining the defendant from using the word 'Glad' as a brand for cigars manufactured by him or sold by him in such a way as to imitate the labels of the plaintiffs used by them upon their brand of cigars known as 'Bold' cigars; that a preliminary injunction should be issued restraining the defendant until final hearing from using the word 'Glad' as a brand for cigars manufactured by him or sold by him in such a way as to imitate the labels of plaintiffs used upon the brand of cigars known as 'Bold' cigars."

The case was prosecuted for the plaintiffs by Maurice Weinberg, assisted by Owen Roberts.

Charles Bobrow, member of the firm of Bobrow Bros., when interviewed by a representative of THE TOBACCO WORLD in regard to the decision said:

"The decision speaks for itself. It was a case of unfair competition and we felt from the beginning that we would win on the merits of the case. Of course, the suit may be carried to a higher court, but we are prepared to carry the matter to the highest court in the country, and feel confident of victory.

"This decision also strengthens our fighting similar cases of this kind, and we shall waste no time in prosecuting.

"The opinion shows that we had excellent grounds for the present suit, and in the future we will be very prompt to take action in similar cases.

"It is high time that the manufacturers began to take notice of sharp practices and especially where manufacturers attempt to imitate the packages and labels of widely advertised tobacco products.

"The opinion handed down by Judge Staake shows that there is justice to be had in such matters of unfair competition and that manufacturers are justified in appealing for aid to the courts."

A. M. Schwarz, advertising manager of Bobrow Bros., said in regard to the decision:

"This is our second successful suit in restraining imitators, and we intend to keep a watchful eye open for these business pirates, never resorting to 'watchful waiting', but always nipping in the bud all attempts to derive pecuniary benefit from the fruits of our labor."

C. Breneiser & Sons, Reading, Pa., report increasing business on Bobrow Bros. "Bold" cigar in the territory which they cover.

Frederick J. Covington

Frederick J. Covington, thirty-six years old, a cigar manufacturer and tobacco grower of West Suffield, Conn., died at his home on the twelfth instant.

Mr. Covington came to West Suffield about seventeen years ago from Cardinal, Canada, where he was born. In 1904, he purchased the cigar manufacturing business of James Van Gelder, which he conducted until this spring, when he sold out to his brother, Burt Covington and J. J. Barnett, who formed the company of Barnett & Covington.

In addition Mr. Covington was a successful farmer and raised tobacco extensively.

Mr. Covington was a member of the Apollo Lodge of Masons.

The deceased is survived by a widow, one son and one daughter.

Noah W. Baker Succumbs

Noah W. Baker, one of the pioneer tobacco merchants of Montgomery County, Ohio, died at his home, 15 Linden Avenue, Dayton, Ohio, on July 10th. He succumbed to paralysis, with which he had been afflicted for many years.

He is survived by a widow, three daughters and four sons.

New Cigar Company Organized

Announcement of the organization of the Goodman-Lanstrum Cigar Company of Helena, Mont., has been recently made. The new organization is composed of Abe Goodman, George W. Lanstrum, Sam Goodman, Max Goodman, J. P. Bahnsen and Alex Goodman. The firm will have a capital of $25,000.

The company announces that it has acquired the store of Steele & Bahnsen, the Placer Hotel cigar stand and the Lochray-Burns cigar store in Great Falls, Mont. In addition to operating these retail stores, it will also deal in wholesale tobacco.

The Steele & Bahnsen store in Helena, and the Lochray-Burns store in Great Falls, will be remodeled and fitted up in a first-class manner, with the view of making them among the most up-to-date cigar stores in the two cities.

George Lanstrum will have charge of the Placer cigar stand, Abe and Alex Goodman will have charge of the Great Falls store, and Max Goodman and J. P. Bahnsen will take charge of the present Steele & Bahnsen store.

American Tobacco Company Leases Another Factory

A large factory building at the northeast corner of Carlisle Avenue and Baymiller Street, Cincinnati, O., which was formerly occupied by the Day and Night Tobacco Company, manufacturers of "Day and Night," "Red Devil," "Sea Lion," and many other brands of chewing tobacco, was leased during the past week by the American Tobacco Company to the Kruse Hardware Company, now located in a number of separate buildings on Pearl Street.

The lease, commencing August 1st, extends over a period of fifteen years, at a term rental said to be about $200,000. The tenant is given the privilege of purchasing the property for $230,000.

Decatur Tobacconist Bankrupt

Thomas A. Quinn, owner of a cigar factory and a retail tobacco merchant of Decatur, Ill., was adjudged a bankrupt recently in the United States District Court. The petitioner gave his assets as $1,241.07 and his liabilities as $1,215.93.

Cigar Manufacturers Find Business Good—J. H. Boltz, Jr., on Visit to Philadelphia—Emilio Pons Convalescing

TAMPA, July 11th.

IT is an old saying that "self-praise is no recommendation," but Tampa may be forgiven if she never tires of recounting her splendid achievements in the cigar manufacturing line. While reports from other sections of the country are of a gloomy and melancholy nature, Tampa moves merrily on. Excellent business is being done in many of her factories, while some of the larger concerns state that they find it rather difficult to keep up with the influx of orders. Prosperous times are reported at the Morgan Cigar Company, "Juan de Fuca"; J. M. Martinez Company, "Norma Martinez"; Salvador Rodriguez, "Charles the Great"; Quiros, Villazon & Company, "Villazon"; Boltz, Clymer & Company, "El Palencia"; and Sanchez y Haya, "Sanchez y Haya."

"Making in bond" is the order of the day. Garcia & Vega have joined the fraternity.

Helen Donahue, who presides over the fortunes of the cigar stand at the "Hillsboro," is expected back in Tampa shortly, following a visit to relatives in New Orleans.

John H. Boltz, Jr., synonym for "El Palencia," is at the present time in Philadelphia, making his annual visit home. Mr. Boltz expects to be gone three weeks.

W. B. Moore, one of Florida's well-known tobacco and cigarette salesmen, spent several days here calling on the trade.

Jose Lovera, our well-known manufacturer, is at present in Havana, and will be away two weeks.

Eli Witt, Tampa's noted distributer, left here recently accompanied by his bride, for Jacksonville, from whence they planned to sail for New York.

The numerous friends of Emilio Pons will be glad to learn that his condition is improving. Mr. Pons recently underwent a severe operation. In addition to ranking as one of our first cigar manufacturers, Mr. Pons also claims the distinction of being one of the pioneers of our Latin colony.

R. S. Tatum, formerly making his headquarters at Jacksonville, acting in the capacity of general agent of the cigarette department for the Liggett & Myers Tobacco Company, with which position he has been identified for several years, has secured the state agency for the well-known Sanchez & Haya brands, in addition to that of the O. K. Cigar Company. Mr. Tatum is confident that he has two first-class propositions.

A small blaze originating in the pump-house of the Sanchez & Haya factory recently, was quelled by vice-president and general manager E. J. Stachelberg and a few assistants. The loss amounted to but a trifling sum.

The "truly Spanish" house of Cuesta, Rey & Company recently forwarded as a gift to King Alfonso of Spain, via the Spanish Ambassador at Washington, a box of "White Heather" cigars, made especially for the King by Manuel Picallo Ferrer, reputed to be not only the most expert cigar-maker of Cuesta, Rey & Company, but of the city as well. The box containing the cigars was made in Cuba and is of wonderful workmanship. Each royal cigar bore a band containing the initials of the King, the bands having been especially designed and made for the purpose. No detail to make the gift a truly royal one was lacking.

Jerome Regensburg, of E. Regensburg & Sons, is now in New York spending his vacation, having left L. Torres, superintendent of the factory, and L. M. Davis, office manager, in charge during his absence. Business on the Regensburg products still keeps on the increase. PERFECTO.

"Geometricos," Sanchez & Haya New Offering

Much attention is being attracted by the latest offering of the Sanchez & Haya Company, Tampa, Fla., which consists of a peculiarly shaped box containing twenty-five straight-shaped "Sanchez & Haya" cigars, the package retailing at $5.00. The cigars are of the finest quality and should prove a very attractive proposition to the first-class box trade. The package, which is known as "Geometricos," was designed by E. J. Stachelberg, vice-president and general manager of the company. Patent has been applied for.

Manila Commercial Company Gets Old Brands

A. Determan, of the Manila Commercial Company, announces that his house has acquired the title to the leading brands formerly controlled by Carlos Fernandez & Co., including the famous "Las Palmas" and "La Corona Royal" labels, which they will be able to supply to all old or new customers who may desire those brands.

As "Las Palmas" and "La Corona Royal" cigars were made for Carlos Fernandez & Co. in the factory of the Manila Commercial Company, purchasers of the brand in the future are assured that they will get the same identical cigar under those labels that they have in the past.

Sidney Labe With Rosenberg & Company

Sidney Labe, widely known in the tobacco trade in this city, has joined the staff of salesmen of Morris Rosenberg & Co., of New York.

He will cover the trade in this section and will also travel over western territory, with which he is familiar.

Third Big Theft of Cigars

The third robbery within a month of wholesale quantities of cigars caused the police of Minneapolis, Minn., to renew their search for an organized band of cigar thieves. The third theft took place recently, when two men drove to the loading platform at the rear of the Nathanson Cigar Company, 429 First Avenue, N., and stole 10,000 cigars that had been packed for shipment. The men used a light delivery wagon and several persons who saw them supposed they had been ordered to haul the goods. The robbery made a total of 20,000 cigars and 25,000 cigarettes that have been stolen. The first two robberies were at the Northern Pacific and Minneapolis and St. Louis freight depots.

Toplitz Becomes Pasbach-Voice Manager

Henry Toplitz, for many years with the lithographic firm of William Steiner, Sons & Co., has recently accepted the position of manager for the new firm of the Pasbach-Voice Lithographing Company.

Opens New Cigar Store

H. B. Adams, who has operated a cigar and tobacco store on South Main Street, Gloversville, N. Y., for several months past, opened his new store in the Cady & Dartch Theatre Building, on North Main Street recently. The store is equipped with new fixtures and is modern and up to date in every respect.

The Death of Benno Neuberger

THE eternal verity of the old quotation that "death loves a shining mark," was most keenly felt in the entire trade when cabled news reached New York on Monday, July 6th, that Benno Neuberger, the senior member of the firm of E. Rosenwald & Brother, had died in Koenigstein, Germany, where he was spending the summer season with his family.

Mr. Neuberger's connection with the cigar leaf tobacco trade dates back to his infancy, when as a boy he imbibed the principles of the business in the warehouse of his father, Heinrich Neuberger, in Bremen. When a lad of fifteen, he came to the United States and took a position with the firm of E. Rosenwald & Brother, which was composed of four of his uncles. From the outset of his business experience in New York, Mr. Neuberger evinced an ability as a merchant and as a judge of tobacco, which quickly stamped him as the logical successor to the head of the splendid firm with which his entire life was associated. Just after he reached his majority, his uncles took him into partnership, and entrusted to his care the purchases of tobacco at the Amsterdam inscriptions. For twenty-eight years, this particular branch of the business has been under his personal direction, and to his exceptional ability as a judge of tobacco leaf for American consumption, the ever-expanding increase in the business of the house can be directly attributed, as Mr. Neuberger has long been regarded as one of the leading experts, not only of the United States, but of the world, on Sumatra tobacco.

Upon the death of his three uncles, and the subsequent retirement of Sigmund, Mr. Neuberger became the head of E. Rosenwald & Brother, which position he occupied at the time of his death. It is safe to say that Benno Neuberger would have been a most successful and important figure in any branch of commercial life which he might have elected in his youth, owing to the fact that he combined in a most extraordinary degree the unusual qualifications of tremendous constructive ability with a rigid integrity, a combination which is as rare as it is precious. He planned along the widest avenues, but his path was always a straight one, and not even the most envious in the trade would dare to whisper a word reflecting upon the probity and honor of the man and his firm. Mr. Neuberger was, if anything, so jealous of this good name, that he fought against any method in business which would in the leastwise open the door for sharp practices, and in every convention or gathering in which his voice was raised, the subject of his speech could always be counted upon as a plea for honesty in intention as well as method. His firm originated the practice several years ago of certifying to the quality and genuineness of every bale of tobacco which the house handled, so that while it was not considered necessary, the customer was able to trace the history of the goods he was buying and ascertain for himself that he was getting precisely the merchandise he was paying for.

Mr. Neuberger was intensely human both in thought and action, and his benefactions to the poor and needy, amounted to vast sums annually, though like all true Samaritans, little was known of his personal activity in this direction. In later years, with his business so splendidly organized, Mr. Neuberger devoted more and more time to his philanthropic interests, and these cares, together with his business, undermined his health to a degree which he himself did not realize until about four or five years ago. Last fall he underwent a major operation at Mt. Sinai Hospital, New York, and his apparently rapid recovery lulled him into a belief that he was much stronger than he really was. Despite the requests of his partners to remain at home, he decided that he would not miss the spring inscriptions at Amsterdam, and he sailed for Europe in March as usual. Later on, his wife and family crossed over to spend the summer in Germany, and Mr. Neuberger joined them at Koenigstein about the middle of June. A breakdown followed a few days later, and such alarming reports reached New York that his brother-in-law, Edwin Meyer, sailed two weeks ago to join him. When Mr. Meyer reached Koenigstein, he cabled that Mr. Neuberger was so much improved that he intended to come right back home, but on the day following came the sudden announcement of his death.

Mr. Neuberger is survived by his widow and son, Harry H. Neuberger, who is at present in college, and a daughter, Miss Florence Neuberger. His domestic life at his beautiful home, 55 East Seventy-fourth Street, was most cultured and delightful in every respect. It is understood that the remains will probably be brought to the United States for interment, but this matter had not been decided upon up until Saturday last, and will probably depend upon the wishes of his family and brother, Mr. Moritz Neuberger, who is at present in Germany.

Mr. Neuberger was an ex-president of the New York Leaf Tobacco Board of Trade and of the National Cigar Leaf Tobacco Association, and his interest in this organization never flagged. He was also a director and a most active member of the Harmonie Club and spent quite some hours of relaxation there. The Hebrew Infant Asylum was the one great burden on his heart in a charitable way, and his labors in behalf of this institution were astounding He not only gave thousands of dollars, but he secured many additional thousands from wealthy friends, to whom he never tired of detailing the beautiful work which the institution was doing. His counsel, benefactions and love for the asylum will be pathetically missed for some years to come.

His every-day life was an absolute index to Mr. Neuberger's character, but no word of tribute would be complete without mention of the exquisite vein of sentiment which dominated many of the actions of his life. The much-beloved Henry B. Harris, the prominent theatrical man who went down on the "Titanic," was a close friend of Mr. Neuberger's, and it may be recalled that the year following, went across the Atlantic, and at approximately the spot where the disaster took place, Mr. Neuberger cast on the waters a wreath of flowers in tender remembrance of his friend.

Touching more closely upon the life of the writer, Benno Neuberger's memory will always be cherished for the beautiful courtesies extended my beloved mother, when accompanied by my father, they made their first visit to Amsterdam and Rotterdam in 1910. She, too, has wandered out into the "far and unknown country."

J. L. K.

BENNO NEUBERGER

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BENNO NEUBERGER

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INTENTIONAL SECOND EXPOSURE

The Pasbach-Voice Lithographing Company

OSCAR PASBACH and J. A. Voice, who recently resigned from the corporation of Kaufman, Pasbach & Voice, announce that they have organized a new concern to be known as the Pasbach-Voice Lithographing Company, and that they have secured the entire plant, patents, copyright, trademarks and good will of the long established Julius Bien Company, which has been located for a number of years at 140-142 Sixth Avenue, occupying the entire building of six floors. Both of these men are thoroughly experienced in their line, and Oscar Pasbach will occupy his old role as supervisor of the manufacturing end of the business, while Mr. Voice will take charge of the office and selling end. Mr. Voice's brother, who was associated with him in the other enterprise, will cover Pennsylvania, Baltimore and Washington, as heretofore.

The company announce that their plans are not yet fully formulated, but notwithstanding that they are spending a lot of money in modernizing their recent acquisition, putting in new presses, etc., they are prepared to handle orders immediately.

T. J. Dunn & Company Put Out "La Dunora"

Retailing at 10 cents and consisting of Havana filler and fine Connecticut broad leaf wrapper, the "La Dunora," just placed on the market by T. J. Dunn & Company, manufacturers of the renowned "New Bachelor," is reported as being well received by the trade.

Heard on Broadway

Frederick S. Lucey, the genial secretary of Philip Morris & Company, is booked to sail for England shortly via the "Aquitania" for his annual vacation.

Eduardo H. Gato, Sr., and his son Eduardo are taking a two months' vacation in New York. Both have found Asbury Park an agreeable resort and they will no doubt spend considerable of their time at that place.

Julius Lichenstein, president of the American-Sumatra Tobacco Company, has been on a recent visit to Florida, and while there sent in some very favorable reports on the new crops.

Leslie Pantin, the well known commission merchant of Havana, Cuba, was a visitor for a brief period in New York, following his return from Europe, where he has been for a number of weeks.

Matthew W. Berriman, of the firm of Berriman Bros., makers of the well known "Jose Vila" cigar, has left New York for his summer camp at Point Comfort, Quebec. Mrs. Berriman and the family accompanied Mr. Berriman. This is an annual trip for the Berrimans and they usually do not break camp until some time in August.

New York Office Established for "Nena" Cigars

IN spite of the general complaint in regard to trade conditions it is gratifying to learn that the success of the "Nena" cigar recently introduced in this section by the firm of Reguera & Berengher, of New Orleans, has been such as to necessitate the establishment of a New York office. The placing of "Nena" in this section will hereafter be done by Maxwell S. Kulla, at 2 and 4 Stone Street.

J. W. Berengher, who has been pushing the brand in New York and the vicinity for some months, has returned to New Orleans and will hereafter direct the selling force from the home office.

To Change Value of "United" Stores Stock

At a recent meeting of directors of the United Cigar Stores Company, a resolution was passed recommending the reduction in the par value of both common and preferred stocks from $100 to $10. A special meeting of stockholders will be called to act on the recommendation of the directors.

A statement will be sent out to stockholders, signed by President C. A. Whelan, explaining that the reduction in the par value of United shares will give an opportunity to employees and customers to secure an interest in the business for which they either work or of which they are patrons.

It is further pointed out that inasmuch as the articles of incorporation provide that in the event of any dissolution of the company, preferred stock is entitled to $140 a share and any accrued dividends, the new stock will be called in at $14 a share and dividends, or on the same basis.

"Cado" Cigarettes With Cork Tips

The Cado Company, manufacturers of the new "Cado" cigarettes, 15 cents the package, announce that owing to the increasing demand for this brand in the cork tip, the company will shortly introduce the same to the trade. The success of the "Cado" cigarette has surpassed expectations and it is believed that when they are furnished in both the plain and the cork tip, the business on this brand will receive a new impetus.

Big Business on "La Famosa"

June 30th closed for E. Kleiner & Company, the well-known New York firm and manufacturers of the noted "La Famosa," the largest first six months of any year since the inception of the company. Not only is the factory oversold on several shapes of the "La Famosa," which has been experiencing a wonderful demand in many sections of the country, but they report a splendid demand on "Marie Antoinette" and "Lord Macaulay."

"National Cigar Day" Committee to Meet

A meeting of the committee appointed to take up the matter of a "National Cigar Day" has been set for July 17th. It will be held at the Press Club. It is understood that the plans are formulated for the promotion of the enterprise and that they will be disclosed at the meeting.

Chicago

Warm Weather No Detriment to Trade—Celestino Vega Pooh-Poohs Calamity Howling—El Preciso Cigar Company New Arrival—"Van Bibber" Little Cigars Making a Hit

CHICAGO, ILL., July 10, 1914.

MIDSUMMER conditions is the cigar and tobacco trade continue to be about all that the members could wish. Jobbers and distributors, as well as manufacturers and dealers, declare that the warm weather has not harmed trade to any serious extent. Certain outside conditions have entered into the situation since the last writing which have not been conductive to better business, to say the least.

One of these is an ordinance which was passed by the city council forbidding booths in saloons where women are allowed to enter. The measure, which was passed by a heavy vote, requires that none of the booths be so high that the occupants cannot clearly be seen by the other patrons of the wine-room. Booths are permitted if they are no higher than the chair in which the occupants sit, but it is not thought probable that any of the saloons will content themselves with installing the prescribed furniture. They will simply comply with the ordinance by tearing out the booths and letting the matter stop at that. This means that a large class of trade which formerly consumed high-grade imported cigars in large quantities will either have to cease the practice of screening their faces when they enter saloons with women companions or confine their operations to private premises, where the sale of cigars will be curtailed. The ordinance was passed by the council after certain members had been bombarded by club women, including the contingent which is against the tobacco business. The liquor men did not use their influence to stop the passage of the ordinance, declaring that they did not wish to do anything which was contrary to the will of the people, as represented by the city council.

The El Preciso Cigar Company is the name of a new factory which incorporated here last week. The capital stock is mentioned at $5000. The incorporators are R. H. Milley, George Bohn and H. E. Gunderlach. The addition of a new factory to the large number already located in this city is most welcome news. In spite of the fact that Chicago is a city of 2,000,000 people, and that the male population is of the sort which smokes cigars, more than the normal number of outside cigars are smoked here. Whether this is because the local manufacturers are more interested in pushing the sale of goods outside of this city than they are within the confines, it is impossible to say, but such is the situation.

The new cigar store which was opened by the United Cigar Stores Company on the southwest corner of State and Congress Streets has been doing a fine business from the first day. This is a section of the city which is growing fast in the public favor. Property values are rising, and the real estate department of the company is to be congratulated on securing this location. On the opening day every customer at the store was given double certificates and prizes, as follows: Pack playing cards with every 25-cent purchase, half pound box candy with every 50-cent purchase, leather cigar case or bronze ash tray with every $1 purchase, box of "Ricoro" cigars with every $2.50 purchase, box "Orlando" or "Regina" cigars with every $5 purchase, humidor or smoker's stand with every $10 purchase. The opening day saw the store well patronized, and many of the prizes were given away.

Much progress is also being made by the new firm of Bernstein & Schley, which recently incorporated to deal in cigars, tobacco and confections. The capital stock was $2500. The incorporators are Sol M. Bernstein, I. F. Schley and Leonard L. Cowen.

Burglars recently broke into the store of Harmon & Bendorff, on the West Side, and stole 16,000 cigars valued at $500. As may be imagined the cigars were not the best in the house, but were intended for the cheap trade. No traces were left behind by the marauders, and although detectives have been hard on the trail, no clew has been discovered. This is only one of many robberies of cigar stores which have taken place on the West Side since the beginning of the year. The police attribute all of the work to the same gang.

Newmann & Gach, the well known tobacconists of this city, have issued an attractive novelty in the way of a match holder and striker for use in the home, which has proved a winner. The device is in circular form and liberally covered with advertising matter for the company.

Everett Meyer, who looks after the local sales of P. Lorillard's goods, with the exception of the cigarettes, declares that "Van Bibber" little cigars are making a big hit. This cigar is made for the man who has not the time to smoke a cigar of the ordinary proportions. The sale at the theatres for smokes between the acts has been heavy, as the cigar is just the right size for consumption in a period of this duration. The campaign on "Van Bibber" little cigars is a sort of revival of a former popularity which these cigars won. The comparative ease with which the public remembered the cigar, says Mr. Meyer, is due to the original and genuine merit of the goods, as well as to the excellent reputation of the company in this city.

Celestino Vega, of Celestino Vega & Company, was a visitor to the city last week. Mr. Vega does not get to town often and his presence was therefore something of an occasion in local cigar circles. He keeps rather close to the factory at Tampa, Fla., most of the time, and is more in touch with the manufacturing end of the business than any other branch. He is well known here, however, and has many strong friends in the local trade.

"I take no stock in this calamity howling," said Mr. Vega when told that some of the local cigar men were of the opinion that trade was in an unsatisfactory condition. "The country is sound at the core and any depression which exists must be of a local character or else a mere passing cloud which will soon be gone. We are running our big factory at capacity at the present time, and are hustling to keep pace with the demands for our goods. It is true that some sections of the country are not as good as they might be, but that is true at all times. I believe that at the present time the average condition is good."

E. R. Strauss, manager of the local distributing branch of the company at 10 South Wabash Avenue, was of the same opinion.

The local trade was surprised last week to hear that Arthur Berlitzheimer, of Fromherz & Berlitzheimer, manufacturers of clear Havana cigars, will withdraw from the firm. Mr. Berlitzheimer has been prominent in the local trade for more than twenty-five years, and was looked upon as one of the leaders of the manufacturers of this city in all movements for trade uplift. He headed the recent fight which was made by the smaller factories against the bonding provision and succeeded in arousing a national opposition to the measure. No changes will take place in the firm of Fromherz & Berlitzheimer. Mr. Fromherz will remain president as formerly, while Henry J. Berlitzheimer will act as vice-president. The trade regrets to lose Mr. Berlitzheimer. He was an active member, a credit to the business, and a man who was liked no less for his genial and progressive character than for his squareness in all business deals.

Best & Russell, the local distributors, continue to make a great run on the "Owl" brand, which they have placed in almost every store in the city. Extensive advertising is contemplated by the company on this cigar this fall, which, added to the already extensive publicity which has been given to the cigar, is expected to stimulate sales in a remarkable manner.

The cigar department of Reid, Murdock & Company continues to prosper since the removal of the company into the large new building across the river. More attention is given to the cigar department of this large wholesale grocery than is usual with concerns of this sort. Competent management, together with intrinsic merit of cigars distributed, has won an enviable trade and reputation for the company. No special effort at publicity is being made by the department this summer, as the sales of "El Roi-Tan" and "Juliana" cigars have been all that could be asked. However, the department will attack the field with renewed vim with the opening of the fall season. Mr. McKenzie, of the "El Roi Tan" forces, is a hustler and he is already making big plans for capturing the fall trade.

C. W. Chapman, one of the oldest and best known manufacturers in Northern Indiana, with a large factory at Warsaw, Ind., was a visitor to the city last week. Mr. Chapman makes the famous "State Seal" and "C. W. C.," which have such a heavy sale in the territory due east from this city. Mr. Chapman was called to the city to search for extra hands, which were not available in his home town.

Grommes & Elston, the prominent West Side manufacturers, are still having a good run on "Ben Bey," especially on the Cuban size, which is growing in favor all the time. "Ben Bey" is made in a number of sizes, but this is the most popular with the public.

Dr. Wm. Frederick Nutt, manager of the cigar department of the Press Club of Chicago, has been ill for the past three weeks with a severe attack of appendicitis. Dr. G. Frank Lydston, the famous surgeon who is also a member of the club and a life-long friend of Dr. Nutt, performed the operation. Dr. Nutt rallied well, but insisted upon returning to his duties at the club before he was fully recovered. As a result of his zeal he suffered a relapse, which may have serious developments, according to his physician.

Victor Pollak, city salesman for the J. & B. Moos Company, local distributors, is also another member of the local clan who has been on the sick list. He has returned to work again, however, and will soon be his old, cheerful self according to his friends. Mr. Pollak underwent a serious operation in the hospital, and was confined to his bed for some time.

Walter Sutter, of Jacob Sutter & Sons, will leave this week for Havana, Cuba, on one of his frequent trips to inspect the new crop. Mr. Sutter intended to go sooner, but business detained him and he at last yielded to requests of friends to stay until after the Fourth of July.

G. W. WHITCOMB.

"Lord Sterlings" in New York State

Walter Jones, the genial vice-president of the Enterprise Cigar Company, of Trenton, N. J., states that hard times have totally overlooked their factory in the Jersey capital and that their sales for June are well ahead of any previous month in the company's history. Recently, the Enterprise Company have made a campaign throughout New York State on "Lord Sterlings," and this has been most pronouncedly successful.

STANLEY DE LISSER SCORES OUR TRADE MORALS AND QUITS CIGAR BUSINESS HERE

Small Manufacturer Handicapped by Conditions—Says Public Opinion Will Force Cleaner Methods—Moral Standards Have Not Kept Pace With Wealth and Population

IN an interview with a representative of THE TOBACCO WORLD, Stanley De Lisser, president of the cigar manufacturing firm of De Lisser-Schneider Company, and former president of the Jamaica Tobacco Company, announced that the De Lisser-Schneider Company would withdraw from business in this country, and scored the business morality of some of the tobacco trade.

When asked for his reasons for quitting the manufacturing game, Mr. De Lisser said:

"My decision has been influenced by many things, but I will mention only several that I am sure are of intense interest to the cigar manufacturers throughout the United States and which appeal to me as being vitally important.

"It is my observation," said Mr. De Lisser, "that business conditions as they apply to the small manufacturer here, do not warrant the glaring risk of capital apparently necessary to make a business of this kind a success, and there is a lack of confidence, on my part, in these conditions. This lack of confidence is perhaps due to my unfamiliarity with these unusual (to me) conditions. For instance, I do not understand an order from a cigar jobbing house not being an order until you have the money for the goods deposited to your credit in the bank. Where I came from an order is a binding contract unless the merchandise shipped is not up to sample and then the onus of proof is on the 'buyer.'

"Let me cite you an example," he continued: "A salesman sent us an order in April. We immediately looked up the financial rating of the firm and shipped the goods. A credit of thirty days had been arranged, but the time passed and we received no check from them. We wrote them a letter, then a second and a third, and finally a fourth. Almost seventy days had elapsed when a letter from them reached our office. Imagine our surprise to extract from the envelope, instead of a check, a bill of lading for goods returned with some such lame excuse as 'the salesman promised to come and place the goods,' or 'goods not shipped in time and have taken up another line,' or yet, 'the colors were not right.'

"In one instance we received a check for 40 per cent. of the invoice and a bill of lading for 60 per cent. of the goods. They arrived with some of the boxes broken. The only excuse in this case was that the goods were not liked, *yet 40 per cent. of the goods were sold in thirty days.*

"There seems to be no redress for the small manufacturer in such cases. The goods returned are usually not worth forty cents on the dollar. You can sue, but if the party happens to be in San Francisco or New Orleans you have to sue him there and my observations are that it may take a lifetime to get settlement, to say nothing of the expense in pushing the case to that point.

"Out of the twenty-five accounts placed on our books, and every one of them was well rated, from seven of the jobbing houses we received some such treatment as mentioned.

"A few days ago," continued Mr. De Lisser, "a good friend of mine wrote me a letter in which occurred this sentence, 'The American cigar market is a fickle one, but when a manufacturer once gets his goods placed with a "loyal" jobbing house the word "fickle" is eradicated from Webster's Unabridged Dictionary.' I think those words are simply great and they certainly apply to the gentleman who wrote them, but my ten months' experience indicates that locating jobbing houses like his institution is similar to a search for a needle in a bundle of stems.

"Now," said Mr. De Lisser, "can you blame me for getting 'cold feet'? I prefer to quit while 'the going is good' and while I can do so without impairing my reputation in Water Street. While there is no question or doubt about us paying one hundred cents on the dollar, I am not going to wait until we might be in a more unpleasant position.

"Financial ratings are necessary, but what you need most is a report on the moral responsibility of the individual or firm in question. That is a matter in which dollars and cents make small difference. I see that your credit associations are moving along this line and I was pleased to find in the office of a friend of mine a list of firms on which unfavorable reports had been sent out, 'as to their business morality.' I have found that a hundred thousand dollar rating is no guaranty of high moral standards in business dealings.

"It will take five or six weeks for me to wind up our affairs, then back to Jamaica for me. I am uncertain of my movements there. I may get into the manufacture of cigars and cigarettes in Jamaica, or I may enter the fruit business.

"You have a wonderful country here, but you have grown too quickly in wealth and population for the business morality to be up to the standard at which I have been taught to judge it. But things are changing and this great agitation of public opinion all over the country for cleaner conditions must gradually tend to eradicate the feeling of unrest about business conditions that is very prevalent today."

Kaufman, Pasbach & Voice Progresses

We have just received an announcement from Kaufman, Pasbach & Voice, art lithographers of cigar bands and labels, corner Greenwich and Morton Streets, New York City, that they have accepted the resignations of Messrs. Pasbach and Voice.

The business will be continued as heretofore, under the same policy that has made the name Kaufman, Pasbach & Voice a standard in the trade for both quality and service.

The ownership of the business remains the same and will be continued by the sons of the founder, the late Samuel Kaufman, and B. S. Rosenbaum, treasurer, since the founding of the company, which interests represent 80 per cent. of the stock issued.

The Western office will be continued as before under the capable management of John B. Thatcher, at 30 East Randolph Street, Chicago, Ill.

The management foresees that the changes announced will effect for them many economies in production, through which they desire to place their products on an even higher standard than they have previously maintained.

H. Fendrich After Box Stuffers

H. Fendrich, Evansville, Ind., maker of the "Charles Denby," is out after box stuffers and will put forth every effort to aid in the elimination of the pest and evil. Reports from the company state they just recently prosecuted two dealers for stuffing "Charles Denby" boxes, one in Detroit and the other in Indianapolis, evidence having been secured by representatives of the factory. Fines were imposed in both cases.

Key West

"I Won't Work" Members Infest City—Havana-American Company Troubles Being Adjusted—Smuggler Loses His Cigarettes—Many Regrets in Trade at Death of Joaquin Lopez

KEY WEST, FLA., July 10, 1914.

THE week has opened up wet and there are good indications that the rainy weather is here for several days. The extreme humidity has naturally hampered the operations of our factories and this, combined with labor troubles, has caused the shipping lists for the past four weeks to be pretty slim.

There have been strikes and rumors of troubles galore for the past four weeks and there are prospects of still more labor disputes in the very near future. The city is infested with members of the Industrial Workers of the World, who are not leaving a stone unturned to stir up the workmen of the city. One female orator of this organization even went so far as to advocate the use of the machete, pistol or dynamite in order that the workers gain their demands.

The labor troubles at the Mi Favorita Cigar Company's factory, the main factory of the Cortez Cigar Company, the La Diligencia factory of Moreda & Company, have been adjusted and the men are at work.

The music this week is at the big factory of the Havana-American Company, where there is much unrest, although the cigarmakers have not as yet walked out and declared a strike. At the request of the superintendent they have agreed to leave the matter to the New York office for adjustment, provided, however, the vitolas on which they demand an increase in price are removed and not worked until the matter was settled. Same was granted.

The only factory which remains closed now owing to labor troubles is the branch factory of the Cortez Cigar Company. The manager sent for the committee this week and agreed to all the demands of the strikers with the exception of the increase in price. The committee informed the manager not to send for them again until he could grant all their demands.

The bulk of the grievances of the cigarmakers is prices and they demanded that the cartabon of 1906, which was agreed to during the general strike of that year by both manufacturer and workmen, be strictly adhered to.

At a meeting held on Sunday afternoon at San Carlos Hall attended by the retail butchers of the city and the workmen the beef strike was settled to the satisfaction of both sides.

Collector of Customs Griggs has ruled that, while it is against the rules and regulations of the customs service to give out the names of parties importing or withdrawing leaf from bonded warehouses, that officials can furnish representatives of newspapers with the total number of bales imported or withdrawn for any given time.

The sad news was received in this city last week of the death of Joaquin Lopez, of Arguelles, Lopez & Brother, which occurred in the Centro-Asturiano Hospital at Havana on the 20th ult. Mr. Lopez was well known in this city, where he always met with a hearty welcome on his occasional visits while en route to Cuba.

Albert Smith, who has acted in the capacity of manager of the branch factory of the Martinez-Havana Company ever since it was inaugurated, has severed his connection with that concern. Mr. Smith left on Friday last for Macon, Ga., where he proposes to open a cigar factory and several cigar stores.

Celestin Corral, of Corral, Wodiska & Company, was in town recently, being en route from Tampa to the Havana leaf markets.

C. L. Poston, of the American Tobacco Company, was in the city last week calling on the local trade in the interest of his house and has since left for Tampa.

Jose Lovera, of Jose Lovera & Company, of Tampa, Fla., passed through town this week en route to Havana.

Filipe Rodriguez, of the "Elite" factory of F. Rodriguez y Ca., of Havana, passed through the city this week, being en route from New York to Cuba. Mr. Rodriguez was called North by the illness of his wife, who has since fully recovered.

President Eduardo H. Gato, of the E. H. Gato Cigar Company, left on Saturday for New York, where he will spend several weeks at one of the popular summer resorts of that state. He was accompanied by E. H. Gato, Jr. Thomas H. Gato has taken charge of the factory during the absence of his brother and has about four hundred cigarmakers employed. A good flow of orders by mail and wire is reported.

The Fourth of July was observed here on Saturday by the close down of United States bonded factories, Federal buildings and banks.

W. H. Young arrived in town recently from Tampa and is doing duty as storekeeper at the bonded factory of the Havana-American Company. The company are getting ready to make their first shipment of these goods to their customers this week. President A. L. Sylvester is expected to arrive in town at an early date.

Vice-President Vivian M. Myers, of the Cortez Cigar Company, arrived in town this week and is spending a few days at the office.

Eladio Martinez, factory manager of the Martinez-Havana Company, left on Saturday for New York, where he will represent his father, President Luis Martinez, at the annual business meeting of the company, which will be held this month. Don Luis Martinez intended leaving also for New York, but upon his arrival here was feeling unwell and so decided to let his son make the trip. Don Luis will leave on tonight's steamer for Havana.

Edgar J. Stachelberg, of the Tampa firm of Sanchez & Haya, passed through the city on Monday night, being en route to Havana.

"Prince Albert," the national joy smoke, manufactured by R. J. Reynolds Tobacco Company, of Winston-Salem, N. C., is being extensively advertised and boosted in this city.

Maurice Winter, secretary and treasurer of the M. Perez Company, makers of the "Pinzon" brand of cigars, spent a few hours at the factory in this city upon his arrival from New York. He has since left for Havana, where he will spend several weeks.

Tobacco Statement.

Leaf tobacco imported and withdrawn from bond for four weeks, ending July 7th:

Total number of bales imported	1,734 bales
Total number of bales withdrawn	715 "

Company I, Key West Militia, left last night for Black Point, near Jacksonville, Fla., for their annual encampment. Lieut.-Col. Sam J. Wolf, of S. Wolf's Sons, also left on the same boat and will take command of the battalion.

Angel Cuesta, of Cuesta, Rey & Company, the Tampa cigar manufacturers, passed though town today en route to Havana.

Officers of the custom service on Wednesday evening captured one hundred and fifty packages of Cuban cigarettes on which the duties had not been paid. They gave chase to the smuggler, but he succeeded in getting away. During the chase the belt which held the packages around his waist gave away and they were scattered all over the street.

Manuel Suarez, of the Optimo factory of A. Santaella y Ca., of Tampa, passed through town last night, being en route to Cuba.

INGLACITA.

Cigar Shipments for Two Weeks Ending July 7th, Via Mallory Steamship Line to New York, Mobile, Galveston and the East and West Coasts of Florida.

	Cases
Park & Tilford, New York	89
United Cigar Stores Co., New York	54
Geo. W. Nichols & Co., New York	37
Lamden & Co., New York	18
Martinez-Havana Co., New York	14
H. F. Lyons, New York	3
E. H. Gato Cigar Co., New York	12
Austin, Nichols & Co., New York	4
Metropolitan Tob. Co., New York	6
Godfrey S. Mahn, New York	7
Gwynn, Straus & Co., New York	2
Havana-American Co., New York	4
Acker, Merrall & Condit Co., N. Y.	4
M. Perez Co., New York	4
Ruy Lopez Ca., New York	4
Jno. W. Surbrug, New York	2
Potter, Sloan & O'Donahue, N. Y.	3
Mi Favorita Cigar Co., New York	2
Nat'l Cig. Stands Co., New York	2
W. E. Calston, New York	2
Inter-State News Co., New York	2
Godfrey S. Mahn, Phila., Pa.	18
Jos. Way, Phila., Pa.	4
Duncan & Morehead, Phila., Pa.	4
S. Bachman & Co., San Francisco	98
Hemenway & Morer Co., Salt Lake City, Utah	2
Alabama Groc. Co., Birmingham, Ala.	2
A. H. Perfect & Co., Fort Wayne, Ind.	2
Metropolitan Cig. Co., Denver	2
Wm. A. Henderson & Co., Washington, D. C.	2
S. Goldstein, Austin, Texas	2
Ruste-Parker-Martin Co., Duluth, Minn.	2
Lenkinson Co., Pittsburgh, Pa.	2
Southwest Cig. Co., Dallas, Texas	3
Gore & Stehmeyer, Charleston, S. C.	5
Hart Cigar Co., Portland, Ore.	6
Valloft & Dreux, New Orleans	5
Orleans-Havana Co., New Orleans	2
W. Koen & Co., New Orleans	3
Central Cig. & Tob. Co., Memphis Tenn.	2
S. A. Reeves & Co., Asbury Park	4
J. F. Singer, Asbury Park	2
Harris Bros. Co., Atlantic City	2
I. P. Manning & Co., Boston, Mass.	2
Lilly, Dungan & Co., Balto., Md.	2
F. A. Davis & Sons, Balto., Md.	2
United Cig. Stores Co., Chicago	20
Chapin & Gore, Chicago	2
A. & H. Schmidt, Chicago	2
Manypenny-Hammond Co., Columbus, O.	2
Rothenberg & Schloss, Denver, Col.	2
Metropolitan Cig. Co., Denver, Col.	2
S. Bachman & Co., Los Angeles	2
Skinner & Knecht, Los Angeles	3
Fred Bamman & Bro., Los Angeles	2
A. B. Greenwald Cig. Co., Los Angeles	2
Verexa Bros., Minneapolis, Minn.	3
Progressive Cig. Co., Newark, N. J.	2
Wilkinson, Gaddis & Co., Newark	2
M. A. Gunst & Co., Portland, Ore.	2
Hart Cigar Co., Portland, Ore.	6
Jenkinson Co., Pittsburgh, Pa.	2
Reymer Bros., Pittsburgh, Pa.	5
E. F. O'Connor & Co., Savannah, Ga.	4
Cartif Cigar Co., Savannah, Ga.	21
M. A. Gunst & Co., San Francisco	3
Valloft & Dreux, New Orleans, La.	5
Ruste-Parker-Martin Co., Duluth, Minn.	5
J. F. Woodhouse & Co., Detroit	4
Sam Freund & Co., Waco, Texas	3
A. H. Perfect & Co., Fort Wayne, Ind.	3
John F. Gibson, Providence, R. I.	2
Samford, Chamberlain & Allan Co., Knoxville, Tenn.	2
Chas. A. Gantz, Daytona, Fla.	2
Jno. L. Harper, La Grande, Ore.	2
Nelson Davis, Austin, Texas	2
Cliff-Weil Cig. Co., Richmond, Va.	2
Gus Le Bolt, Springfield, O.	2
The Weidman Co., Cleveland, O.	2
Capital City Tob. Co., Atlanta, Ga.	3
United Cigar Stores Co., Chicago	4
Southwest Cigar Co., Dallas, Tex.	2
S. Bachman & Co., Los Angeles	3
A. B. Greenwald Cigar Co., Los Angeles	2
Fred Barman & Bro., Los Angeles,	2
U. Koen & Co., New Orleans, La.	3
Hart Cigar Co., Portland, Ore.	4
Cortez Cigar Co., Savannah, Ga.	26
E. F. O'Connor, Savannah, Ga.	6
J. S. Pinkussohn Cig. Co. Savannah,	2
Frank Sloat, Savannah, Ga.	2
Ruste-Parker-Martin Co., Duluth, Minn.	4
R. D. Burnett Cig. Co., Birmingham, Ala.	3
Hemenway & Morer, Salt Lake City, Utah	3
Fay Lewis & Co., Milwaukee, Wis.,	2
F. C. Gardener Co., Fargo, N. D.	2
Jas. McPhillips Co., Mobile, Ala.	2
Sam Freund & Co., Waco, Texas	2
Fullerton & Warfield, Sioux City, Iowa	3
Columbia Drug Co., Savannah, Ga.	3
S. Bachman & Co., San Francisco	31
S. Bachman & Co., Los Angeles	2
R. D. Burnett Cig. Co., Birmingham, Ala.	2
M. A. Gunst & Co., Portland, Ore.,	2
M. A. Gunst & Co., Seattle, Wash.,	2
Shurlock-Neal Co., Nashville, Tenn.,	4
E. J. Rose & Co., Kansas City, Mo.,	2
Oberholtz & Poinsett, Kansas City, Mo.	4
Hart Cigar Co., Portland, Ore.	6
Cortez Cigar Co., Savanah, Ga.	2
Peeples-Pitner Co., Chattanooga, Tenn.	2
Missoula Merc. Co., Missoula, Mont.	4
S. Bachman & Co., San Francisco	22
S. Bachman & Co., Los Angeles	2
Casey-Swasey Co., Ft. Worth, Tex.,	3
A. B. Greenld Cigar Co., Los Angeles, Cal.	3
W. H. Harris Groc. Co., Richmond, Va.	2
Cortez Cigar Co., Savannah, Ga.,	5
C. C. Snider Cig. & Tob. Co., Birmingham, Ala.	2
Hemenway & Morer Co., Salt Lake City, Utah	4
Hart Cigar Co., Portland, Ore.	4
M. A. Gunst & Co., Portland, Ore.,	2
Kingshaker Cigar Co., Kansas City, Mo.	2
Lilly, Dungan & Co., Balto., Md.	2
The Weidman Co., Cleveland, O.	3

Advertising Cigars on Detroit's "Great White Way"

The "La Azora" sign shown here is one of the nineteen big electric signs operated and maintained by Walker & Company, the well-known exponents of outdoor advertising, on the "Great White Way" of Detroit. The sign measures 40 x 52 and requires 2100 Mazda lights to operate it. By the use of indirect lighting a wonderfully realistic effect of rippling water, about the boat, is produced. It is reckoned that every twenty-four hours this message of "La Azora" cigars is seen by 200,000 people.

The "La Azora" cigar is made by the Lillies Cigar Company, of Detroit, and is put out in both the five- and ten-cent sizes.

Niles-Moser-Rogers Company Is New Title

George Rogers, the well-known cigar man of Omaha, Neb., is now an officer and director in the new Niles-Moser-Rogers Company, which succeeds the Niles & Moser Company in that city. It is a branch of the Niles & Moser Company of Kansas City.

The other branches are the William A. Stickney Cigar Company, of St. Louis, and the Niles & Moser Cigar Company in Denver, Dallas and Salt Lake City.

All of the Niles & Moser Cigar Company's interests in Omaha will be succeeded by the Niles-Moser-Rogers Company, a Nebraska corporation, which will be separate from the other houses, although F. C. Niles will be president. Ed S. Moser will be vice-president and George Rogers secretary-treasurer of the new organization.

The same stores will be kept and they plan to continue to sell the same brands of cigars marketed by the Niles & Moser Cigar Company.

Reymer & Bros. New Stand Doing Well

Reymer & Bros. new stand in the Pittsburgh Life Insurance Company's building, Pittsburgh, Pa., which was recently opened, is doing a nice business. The business done during the first few days of the opening was both wholesale and retail and proved to be of quite a volume. The featured brands include "Sanchez y Haya," "Tadema," "Solace" and others.

Harvey Wint, who takes care of the Allentown, Pa., distribution of the "Rose-O-Cuba" cigar, accompanied by family, was a recent guest of the Fleck Cigar Company, Reading, Pa. Mr. Wint is much pleased with the way in which business on the brand is picking up.

Massachusetts Coupon Tax Bill Vetoed

After the Massachusetts Legislature had approved the bill imposing a tax of $100,000 upon individuals or firms using coupons or trading stamps, Governor Walsh, much to the surprise of the Massachusetts Cigar Dealers' Association, vetoed the bill and his action was sustained in the House by a vote of 171 to 33. In commenting on his veto, Governor Walsh said that he was convinced that the bill was unconstitutional.

When John O'Connor, president of the Massachusetts Cigar Dealers' Association, heard the news he was very much surprised, as it was his association which had stood sponsor for the bill. Mr. O'Connor was also a bit perturbed and stated that the bill would not only be brought up again at the next session, but that it would be made a campaign issue this fall.

The bill apparently was designed to drive the trading stamp companies out of Massachusetts, but really was directed at the United Cigar Stores Company. First it was proposed to make the tax $6000, but upon discussion the legislators decided this amount would not be prohibitive and it was raised to $100,000.

Campaign Planned on "Buffalo" Stogies

Much optimism is prevalent at the factory of the Iron City Cigar and Stogie Manufacturing Company, Pittsburgh, where are manufactured the well-known "Buffalo" stogies. The sales on these goods have now passed the million mark and are reported to be steadily increasing. Not only is there a splendid demand locally, but satisfactory orders are coming in from distant points. The company plan to start a big selling campaign on the brand shortly.

Philadelphia Notes

Yahn & McDonnell, with headquarters at Fifteenth and Chestnut Streets, Philadelphia, have added the "Muriel" line to those which they distribute, and this cigar is now carried in six sizes.

An unusually attractive window display of these cigars in one of their windows facing Fifteenth Street, forcibly places this mild and fragrant smoke before the consumer.

Bernhart Liberman, manufacturer of the well-known Liberman Bunch Tables and other cigarmaking accessories, has recently returned from a trip to Canada, where he secured satisfactory orders for some of his products. Mr. Liberman also has a small tobacco plantation in Canada, and while in Montreal made a trip to his farm. He reports that while the tobacco plants have been re-set only a few weeks they give indications of a good crop.

As the result of the campaign throughout the Middle West on their "Tungsten" and "Statesmen" cigars, Jeitles & Blumenthal, Ltd., 119 South Eleventh Street, have recently added a number of cigarmakers to meet the demand on these well-known brands.

Results from seashore points are also encouraging, and every indication points toward the most successful year in the history of the firm.

John H. Boltz, Jr., in Philadelphia

John H. Boltz, Jr., who has charge of the big Boltz-Clymer factory at Tampa, arrived in Philadelphia a week ago for his annual summer visit home. Mr. Boltz stated that since going "into bond," they have enjoyed an excellent business on all sizes, everything considered.

The firm are contemplating an important development of their business, and it is quite possible that they may open an auxiliary factory in Tampa in the near future, the details of which will be announced later.

Portuondo Brands Going Well

Warner Searle, traveling representative for the J. F. Portuondo Cigar Manufacturing Company, 1110 Sansom Street, is conducting a publicity campaign on the products of this factory throughout North and South Dakota.

The Stone-Ordean-Wells Company, who are distributors for this factory, have agencies located through this territory, and Mr. Searle is working in conjunction with these dealers.

The brands which have proven the greatest sellers are the "Chicos," a $5 piece of goods, and the "Londres Grande," a $10 cigar.

The packings of the "Chicos" in tins are making a strong appeal, as the twenty-five cigars make a very convenient packing for week-end and vacation trips.

Novel Means of Advertising "Famous" Stogies

The Union-American Cigar Company, Pittsburgh, Pa., are using a novel means of advertising their "Famous" stogies. Knowing the attraction of the sporting page in the newspaper these days, they are inserting reading notices in that section calling the reader's attention to the connection of "Famous" stogies with the more prominent ball players of the different leagues.

Trade Comment

Urges Cigar Manufacturers to Advertise.

For the past six months conditions have been most disappointing as far as the cigar business throughout the country is concerned, and while poor trade conditions throughout the United States may be the cause of the tremendous falling off in the cigar business to some extent, it seems peculiar that the cigarette industry continues to expand. We believe that what is needed is organized action by the cigar manufacturers to boom trade. Lots of advertising and instruction of the public is necessary, as otherwise, in a few years the population of the United States will become a cigarette smoking community.

There is no other large trade in the entire country which is so little organized as the cigar trade, and if a few leading men in the cigar business would take up this matter, I believe that an organization could be effected which would be very beneficial to the trade in general. Individual efforts can have very little effect, but concentrated effort may have the desired result of increasing the demand for cigars as against cigarettes and smoking tobacco.

H. Duys & Company.

Looking Forward to Big Fall Trade.

While the reports that we get from a great many sections are not all that could be asked for, still we have found that the manufacturer who conscientiously makes a quality cigar and who intelligently follows his business is able to keep busy.

We have tried to win our business along these lines and feel justified by the results. As a matter of fact, our business in June has been the largest in our history. Our business on "Reynaldo" in particular has pleased us.

We see nothing but an improvement in general trade conditions from the fall and are fortifying ourselves to take care of the increased business which we feel sure is coming.

Luckett, Luchs & Lipscomb.

See Prosperous Months Ahead.

Commenting on trade conditions for the months of May and June, we are exceedingly well pleased to state that our "Havana Ribbon" sales for both months exceeded our most sanguine expectations.

Following our usual custom, we had figured on receiving a certain percentage of increased business in May of this year over May, 1913, and were very agreeably surprised on receiving the final figures to learn that the total for the month was considerably in excess of our expectations.

Business in June past was all that could be desired, as our sales for that month completely eclipsed figures procured for any previous month in the history of this firm.

To our viewpoint the balance of this year should be equally prosperous—covering the entire United States as we do, and receiving weekly reports from the various territories—it seems to us that any firm marketing a high-grade line can secure as good, or better results right *now* than ever before.

Bayuk Brothers Company.

Isaac M. Cate, a stockholder of the American Locomotive Company, has started a broadside against the management of the company in a recent pamphlet sent to stockholders. Among other things, he charges that the company spent $18,640 for cigars in one year.

Cleveland

Shields-Wertheim Salesmen Attend Convention—Stace & Vincent Doing Well With "Percy Haswell"—Sobul & Lehr Get Luna Park Cigar Privileges

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CLEVELAND, O., July 11, 1914.

VACATION season is on in earnest and business is nothing extra, due to the many people being out of the city.

S. Mendelsohn, of New York, is in town spending several weeks with his son Grover, who is in charge of the Mendelsohn Cigar Company. He is looking over conditions here and expressed himself as being more than satisfied with the firm's business covering the first six months of the year.

Burt Smith, of the Shields-Wertheim Company, is laid up in Mt. Clemens with an attack of rheumatism.

All the salesmen of the Shields-Wertheim Company were in town the past week and were entertained with some very interesting sales talks by the heads of the concern. After a large banquet the men scattered to their respective territories.

One of the most attractive windows ever seen in the cigar line in this city depicted a lawn scene with a life-size wax figure of a man seated at a table reading a newspaper and smoking a "La Saramita" cigar. This figure was dressed in the height of the summer fashion with all sorts of athletic goods scattered around the lawn. This window was put in by Dick Kuthbert, and appeared in the Arcade stand of the Standard Drug Company.

The new stand of the Collman Cigar Company is coming along nicely despite the off season of the year. The excellent line of cigars and smokers' articles is winning great favor among the patrons of this store. The store was formerly owned by the Jos. T. Snyder Cigar Company and is located at 742 Euclid Avenue.

Stace & Vincent are making great strides on their "Percy Haswell" cigar. This brand is fast winning its way to the front and is growing to be one of the best five cent sellers on the market.

The many friends of C. A. Cummings, druggist, located at One Hundred and Fifth Street and Wade Park, will learn with much regret of the sudden death of his wife. Mrs. Cummings was to be seen quite frequently in the store, and her cheery disposition won her many friends. The funeral was held in Sandusky, the deceased's former home.

Geo. Bassett reports business as extremely good considering the time of year. His specializing on several brands that he buys under special labels is winning him many customers and is meeting with general approval.

Pyle & Allen Cigar Company report business as coming along nicely both in the retail and the wholesale end.

A. C. Wertheim, of the Shields-Wertheim Company, is spending several days with his wife at Mt. Clemens.

Dave Haas, who operates the cigar stand in the American Trust Building, expressed himself as being well satisfied with business so far this year. His stand has shown a nice increase for the first six months and he anticipates a much larger increase for the last half of the year.

The cigar privilege at Luna Park this season is owned by Sobul & Lehr. These boys know the cigar game from A to Z and are coming along nicely. They were agreeably surprised to find that the majority of cigars sold in the park run into high grade merchandise. Their supposition was that they were to cater to a cheap trade, but they found that it ran better than 75 per cent. in high class stock.

Trade Jottings

A steady increase in business on the "Sanchez y Haya" brand is reported by the Straus Cigar Company, Richmond, Va.

Moss & Lowenhaupt have secured the cigar privileges of the new ten-story Warwick Hotel, located at Fifteenth and Locust Streets, St. Louis, Mo. July 15th is set as the date of opening.

The C. B. Leidersdorf Company, Milwaukee, Wis., announce a good demand for "Tom Keene" and "Lawrence Barrett."

The Rosenfeld-Rovig Company, Seattle , Wash., have taken on the distribution of "Don Antonio Cigarros," manufactured by B. H. Anton Bock & Company.

William A. Stickney Cigar Company, St. Louis, Mo., report an amazing business on "Bold" cigars, manufactured by the well-known Philadelphia firm, Bobrow Bros.

M. A. Gunst & Company, San Francisco, announce that they will begin their second campaign on "Robert Burns Invincibles" July 20th. They report good business on that brand.

"Saboroso," the old standby of Vetterlein Bros., Philadelphia, is doing good business in the South and West, many repeat orders on the brand keeping the factory busy.

Good business is being reported by J. S. Hill & Company, Cincinnati, on the "El Tempo" clear Havana twisted cigars manufactured by the Jose Lovera Company. They retail three for a quarter.

"San Felice" cigars are coming in for their share of attention through A. O. Meister, Milwaukee, Wis. Mr. Meister also carries "La Verdad," "Webster" and "La Venga."

Encouraging reports are received from E. L. Massei, Richmond, Va., relative to the sales on "Savarona" and "Webster." Mr. Massei states that both brands are splendid staples.

The J. S. Pinkussohn Cigar Company, Jacksonville, Fla., have taken on the "Savarona," the noted brand of the Cayey-Caguas Tobacco Company. It is reported that business on this brand here is constantly increasing.

The Marshal Drug Company expect to open their store at East Ninth Street and Huron Road about August 1st. This was the store that suffered from fire in the early spring.

The above mentioned concern has discontinued its stand in the Taylor Arcade.

Mr. I. J. Mittleberger, formerly with Newman & Mayer Company of Philadelphia, has been confined to the house for the past ten days with a severe attack of rheumatism.

Adam Cohn, who formerly owned the cigar store and bowling alleys at 1749 East Fifty-fifth Street, expects to open up a high grade bowling alley and billiard room with a cigar store in connection on Superior near East One Hundred and Fifth Street, about October 1st.

JERRY.

OBITVARY

Joaquin Lopez

JOAQUIN LOPEZ, one of the most widely known men in the clear Havana cigar trade, died recently, after a serious operation, in the Centro Asturano Hospital in Havana.

Mr. Lopez was a member of the firm of Arguelles, Lopez & Bro., manufacturers of the well known "Tadema" cigar and other brands.

Mr. Lopez was fifty-six years old and had suffered much of late with Bright's disease and diabetes. Blood poisoning in the foot caused him to go to the hospital for electric treatment with the hope of preventing the amputation of that member. The foot did not respond to the treatment and it became necessary for Mr. Lopez to submit to the amputation. He survived the operation only a short time. His wife and brother, Celestino Lopez, and other relatives were with him when the end came.

Leopold Miller

Leopold Miller, a pioneer cigar manufacturer of Davenport, Ia., died recently at his home after an illness of five years' duration. Heart failure was the immediate cause of his death. The deceased was born in Achern, Germany, November 15, 1847. He came direct to Davenport from Germany in 1872.

For more than forty years the deceased maintained a wholesale and retail store at Third and Brady Streets. Later he opened a place at 208 West Second Street.

The deceased is survived by a widow, one son and three daughters.

W. H. Lewis

William Henry Lewis, a former tobacco merchant of Cincinnati, O., died recently at the age of seventy-one years. He was a member of the Chamber of Commerce and the Queen City Club. He was for many years connected with the Spence Brothers Tobacco Company.

The deceased is survived by a widow, a son and three daughters.

John W. Hauer

John W. Hauer, aged fifty-one years, a member of the J. C. Hauer Sons Company, cigar manufacturers and jobbers of Lebanon, Pa., died recently at that place.

Jeremiah Troy

Jeremiah Troy, a well-known tobacco grower of East Windsor Hill, Conn., died recently at the age of seventy years. The deceased is survived by three sons and a daughter.

John H. Baer

John H. Baer, aged fifty-nine years, one of the best known tobacco buyers in Lancaster County, was found dead on his bedroom floor on the morning of July 3d. Heart trouble was the cause of his sudden demise.

Mr. Baer had been connected with the tobacco industry for upwards of thirty-five years. His mother is at present critically ill from a paralytic stroke.

B. F. Alexander, United States and Canadian representative of factories of A. Fernandez Garcia and Tomas Guterriez, is in Havana conferring with the manufacturers of these brands.

Letters to the Editor

Cuban Leaf Tobacco Production

HAVANA, July 5, 1914.

To the Editor of THE TOBACCO WORLD:

Dear Sir,—The information, that the newspapers dedicated to the tobacco branch are in the habit of publishing about the quantity of the crop harvested in this country, were extensively discussed in the last meeting held by the Board of this Association; and, as experience has been demonstrating for many years, these anticipated news are usually far distant from reality, and ought not be taken seriously by newspapers desiring to have their readers well informed, establishing thereby deplorable errors, producing in the mind of the interested parties in the business but uncertainty, and as natural consequence, disturbing all transactions.

It is a proven fact that the most expert farmer do make continuously mistakes in appreciating the yield of a fixed "Vega," even having same at sight, and having been its own cultivator; in fact, it is impossible to get a proper estimate of the total crop of Cuba, nor even a nearly one, by merely hearsay, copying datas from newspapers, or by some visits made to certain tobacco districts.

We, here in Cuba, knowing perfectly this circumstance, do not concede any value to this information, and we wish to have this recorded in the columns of that publication, so as to prevent that the interested elements in the Cuba production might believe that our silence signifies a mute approbation of the foregoing, to which we do not concede any credit.

I am happy to address you the present, thus following what has been stipulated by the Board of this Association, and in order to fix, in a precise way, our attitude respecting the matter under treatment.

Without anything else to add, and with thanks in advance for publishing these lines, I remain,

Yours respectfully,

ASSOCIATION OF LEAF TOBACCO DEALERS, PACKERS AND GROWERS OF THE ISLAND OF CUBA,
MANUEL A. SUAREZ,
President.

Wanted—Manufacturers of Paper Cigar Pouches

The other day we were in receipt of a query for the addresses of manufacturers of paper cigar pouches.

The Racine Paper Goods Company, Racine, Wis., and the Dittgen Paper Goods Company, Cincinnati, O., are both prepared to handle business of this nature. A letter to these firms will bring full information.

Factory Address Wanted

GALESBURG, ILL., July 27, 1914.

Editor THE TOBACCO WORLD,
Philadelphia, Pa.:

Dear Sir,—Please let me know name and address of manufacturer listed under Factory No. 1, Twenty-third District of Pennsylvania, and oblige,

Yours very truly,
P. E. STRICKLAND.

Answer.—Duquesne Cigar Company, Twenty-fifth and Smallman Streets, Pittsburgh, Pa.

"Lovera Banderos" Going Big in Seattle

In a recent statement C. W. Schuech, manager of the cigar department of Schwabacher Bros. & Company, Seattle, Wash., said that if he could obtain all the "Lovera Bandero" cigars for which he has demand, he felt that he would be able to make the brand the biggest five-cent seller ever put out in Seattle.

Wrigleys to Use Profit-Sharing Coupons

The United Profit-Sharing Corporation has just closed a $10,000,000 contract with the Wrigley Chewing Gum Company, which handles approximately 60 per cent. of the chewing gum business of the United States. The Wrigley Company will use 500,000,000 of the United coupons a year. Several other large deals involving United Profit-Sharing are pending.

CLUBDOM SMOKING

No. 16

THE QUADRANGLE CLUB

University of Chicago

(This is the sixteenth of a series of sketches of the leading social clubs of the United States, paying particular attention to the cigar departments, purchasing agents and the favorite brands of each club.)

Articles in this series have appeared on the following clubs:

No. 1—Lambs' Club, New York.
No. 2—Union League, Philadelphia.
No. 3—City Club, Chicago.
No. 4—Olympic Club, San Francisco.
No. 5—The Pittsburgh Athletic Association.
No. 6—The Chicago Athletic Association.
No. 7—The Illinois Athletic Club, Chicago.
No. 8—The Union League Club, Chicago.
No. 9—The Fellowcraft Club, Detroit.
No. 10—University Club, Chicago.
No. 11—Hamilton Club, Chicago.
No. 12—Commercial Club, San Francisco.
No. 13—Chicago Automobile Club.
No. 14—Elks' Club, Los Angeles.
No. 15—Press Club, Chicago.

IN the various articles appearing in this publication which have covered "clubdom smoking" in the various organizations of the country, the nicotine tastes of many degrees and clans of the social animal have been discussed.

Why is this series, anyway? Why should considerable space and effort be given to telling readers about the cigar business as conducted in the large clubs of the country? To the writer's mind, the best purpose which is served is in enlightening dealers on the matter of meeting in a satisfactory manner the demands of a high-class trade. Certainly in no place else in the world are the standards of preference higher than they are in the clubs. Here come the men of wealth, the men of brains, and the men who carry *discrimination* into every department of their activities. They demand the best, and they know the best from the mediocre. For that reason the conduct of a cigar business in a club calls for more than the usual amount of acumen on the part of the manager. By telling readers how the managers of the cigar departments of the various clubs of the country meet the demands which are made upon them it is hoped to increase the standards of conducting the business.

None of the clubs in Chicago which have previously been discussed merit more attention than the one which is the subject of this article, the Quadrangle Club. Perhaps more famous men belong to the Quadrangle Club than to any other single social organization in the city.

The reason for this is not hard to seek. The club is an adjunct to the University of Chicago, which is one of the largest and most richly endowed institutions of learning in the world. Unlike the other clubs which have been discussed, it is not located in the down town section of the city, but at Fifty-eighth Street and University Avenue, not far from the campus of the college. The location near the University is desirable for a number of reasons, chief of which is the fact that many of the members are required to live near the halls of learning in order to carry on their work. Deep experiments in every branch of the undiscovered realms of medicine and other forms of science are being conducted all the time by certain famous members who live at the clubhouse. Then there is the athletic consideration. Many of the members are young men taking post-graduate work in the University and they do not wish to be cramped up in some down town location.

The clubhouse, as can be seen from the picture which accompanies this article, is a beautiful piece of modern architecture. Built of pressed brick and modeled along the lines of the ordinary fraternity house, the club is an ideal retreat for the man of scholarly tastes. The club is one of the most expensive and one of the most exclusive in the city. No person is allowed to become a member unless the other members know him and approve of him.

On entering the clubhouse the first thing which attracts attention after the large and well-kept lawn, is the beautiful porch, which is provided with screens and sun curtains, and on the interior is a perfect bower of cushions and easy rocking chairs. Inside the first floor is devoted to a billiard and pool room, as well as a library which is said to be one of the finest in the entire world. Many rare volumes have been presented to this library, and they could not be bought at any price. Chief among the collections of value is one presented by Ernest De Koven, one of the most famous of living Chicagoans. On the same floor is a checking room and other facilities for the members.

The second floor is almost entirely taken up by the dining room, and by the rooms of the members who live at the club all the time. The dining room can be turned into a ball room on short notice, and here take place many of the functions which have made the club much discussed in smart society here.

The third floor of the club is devoted entirely to sleeping quarters. Here the members can get the freshest air to be had at any hour of the day or night. The facilities for ventilation are perfect.

(Continued on Page 38)

San Francisco

Pipe Coming Back to Favor—Demand Increasing Along Lines of Cheap Goods—Charles Simon Passes Away—"Alexander Humboldt" a Made-in-Bond Feature

SAN FRANCISCO, CAL., July 4, 1914.

THE figures published by the California Fish and Game Commission look mighty good to the pipe, tobacco, chewing gum and candy dealers. Over a hundred and fifty thousand fishing licenses and over a hundred hunting licenses were issued by the state long before the vacation time was close at hand. Now that we are almost in the midst of the summer season, and the stores with camping outfits are tempting the passers-by with glorious exhibitions of fish-tackle, guns and canteens, the number of licenses for perpetrators of fish stories, and owners of guns habitually hitting tame fowl and mistaking a perfectly good dog for a coyote, must have increased considerably. Be it as it may, the demand for pipes is steadily increasing, and the cigar man's market for candy and chewing gum is being enlarged continually.

M. A. Gunst & Company carry over two hundred different shapes of pipes, showing the wide range of styles necessary to meet the demands of the out-door smoker. The hunter, the golfer, the fisherman and the hiker, all have a special pocket for the pipe and the tobacco pouch. There are exceptions to this rule, as to any other rule, but an average, normal, healthy out-door man likes his pipe, especially after a hearty meal, just as well as the women and children like candy and chewing gum. According to Mr. Cohen, of that company, pipes are going to be a very important factor, and as the smokers are becoming more and more educated and fastidious with regard to pipe tobacco as well as to the pipe itself, the retailer is finding sufficient profit in this article to induce him to display it more conspicuously and not to treat it with that indifference that characterized the cigar merchant but a few years ago.

Although the fifty-cent pipe is the most popular at present, there is a steady increase in the demand for higher priced imported English goods and for case-pipes given as birthday and Christmas presents. Mr. Cohen is firmly convinced that as the smoker is getting educated in the values of different pipes and tobacco, and that he certainly will soon be just as exacting concerning this mode of smoke as an average cigar smoker is with regard to cigars. The calabash pipe, while not selling in San Francisco in the quantities that used to prevail when this pipe was first introduced to the Coast market, appears still as a favorite with less fastidious customers. Aside from that, the pipe situation owing to the radical tariff changes is somewhat muddled, though not so much with regard to the jobber and retailer as to the American manufacturer. It is generally felt that this situation is still far from being cleared up. The problem as to who will gain more by it, the American manufacturer or the English importer, is awaiting solution. The fact, however, is that the popular taste seems to favor the English product. The novelty pipes are also good sellers, and the cigar and cigarette holders, revived last year from long oblivion, seem to strike the popular fancy, for, as Mr. Cohen says, "we are selling a world of them and the demand is growing daily." Mr. Cohen believes that the increased demand for cigarettes by women is largely responsible for the revival of the cigarette-holder.

G. M. Wagner, 502 Market Street, has been in the pipe business for the last forty years. His stock contains the Loewe pipes, the Peterson's patents, the Bilter patents and the Mackenzie pipes. Also meerschaum, amber and ivory are cut to order in the laboratory adjoining the stand. Mr. Wagner asserts that for the last three years the traveling salesmen of the Eastern manufacturers have combed the smallest towns on the Coast so closely that the dealer in the interior is getting everything directly from the factory, and the San Francisco jobber and manufacturer is absolutely eliminated. The only real profit is in repairing and filling special orders. The demand is slowly increasing, but mostly along the cheapest lines, ranging from a five-cent corn-cob to a thirty-five-cent calabash. There was a spell of good business immediately after "the fire," when the city was filled with working men and everybody was hustling and making money, but since 1910 the Eastern manufacturer is sending out his drummers to California three times a year, and all the business is taken East.

The death of Charles Simon a few days ago has had a sobering effect on the cigar trade this week, as Mr. Simon was one of the veterans in the trade and was a friend of all the dealers. Mr. Simon engaged first in the retail business in the late seventies, but has for many years been in the brokerage line. Mr. Simon was sixty-seven years old at the time of his death, and is survived by a widow and two daughters.

M. C. Eisenschimmel, who recently retired from the management of the cigar department of the importing house of H. W. Peabody & Company, is preparing to leave the Coast trade for larger fields. He has arranged to represent in the United States some well known Manila lines of cigars, and believes that his work can be done more effectively from a more central location. He will, accordingly, soon leave for Chicago, which will thereafter be his headquarters. The exact location of his Chicago office has not yet been decided on.

Eugen Stolz, the San Francisco representative of the Cortez line of cigars, is now away for a short vacation, which will be spent in the Yosemite Valley. He has been having a good early summer run on the "Cortez," and believes that he is entitled to a little rest.

The new bonded "Alexander Humboldt" cigars are one of the new features of the trade. These are now in good supply with Michalitschke Brothers & Company, the California distributors, and are being placed very largely.

The "Regional Bank" cigar is another new thing. This is being offered the trade by H. L. Judell & Company.

Niel & Hayes, of Healdsburg, Cal., have been succeeded by John Hayes of the old firm. Mr. Hayes has also brought out the well-established business of L. Waterman at Healdsburg, and is now pretty nearly "the whole thing" in that town.

Major Burrows, local representative of the Lovera Company, is decidedly pleased with the success in this territory of the "Bandero," the Lovera Company's new five-cent Havana cigar. This line is going well, and in spite of the short time it has been on this market is repeating nicely.

The elaborate plans for the H. L. Judell & Company building at the Panama-Pacific Exposition are to be out this week.

ALLEN.

Tobacco Growing in British Columbia

NEW people seem to realize that tobacco growing in British Columbia is at all possible, and many are surprised beyond measure when they are told that it is rapidly assuming the proportions of a large factor in the industrial growth of the province. When Canadian tobacco is mentioned one invariably thinks of the crude French-Canadian twist produced in the Provinces of Quebec and Ontario, and the great majority of people are unwilling to believe that a really good quality of tobacco can be grown any place in Canada, much less in British Columbia. But the fact remains that the tobacco that is being grown in Kelowna is second in quality only to the imported Havana and Sumatra leaves. While it may take years of blending and experimentation, the time is bound to come when the British Columbia product will be on par with the best of the foreign grown leaf. Even at the present time the cigars made from the Okanagan tobacco have a large sale, and many of the older brands are looking upon the new comer as a competitor to be reckoned with.

From the success that met an experiment made by the Okanagan growers two years ago it has been proved that the Okanagan Valley is one of the best tobacco countries on the continent. For many years it has been the ambition of the tobacco growers of the North American Continent to cultivate a Cumatra leaf, equal in product to the island product. In 1912 half an acre of Sumatra seed was sown in the Okanagan as an experiment. That experiment met with such unqualified success that twenty acres were under cultivation in 1913, and it is expected that a great many more will be under cultivation this year.—*Canadian Magazine.*

Sunday Tobacco Famine in Hammond, Louisiana

HAMMOND, LA.

A deputy sheriff walked into the cigar stands and drug stores here Sunday and warned the proprietors against the sale of tobacco in any form on the Sabbath.

A storm of protest arose.

The city officials disclaim any responsibility for the tobacco famine, but say they have been asked to enforce the State Sunday closing law.

The sale of soft drinks and other feminine refreshments has not yet been stopped, but it is understood a city ordinance on Sunday closing will be before Council this week.

New Haven Cigar Manufacturer Honored By Appointment

Frederick D. Grave, the well-known cigar manufacturer of New Haven, Conn., has recently been appointed to a position in the Government Census Department, where he will be engaged in furnishing valuable data in regard to the tobacco industry.

There will be twelve of these appointments, each paying $9 a day. The fortunate ones will only be required in Washington a few days at a time.

Pittsburgh

Dealers Report Unsatisfactory Business Conditions—J. W. Klein Boosting Larus Brothers' Brands—Arrested Tobacconists Held Over for Court Under Bond

PITTSBURGH, PA., July 9, 1914.

BUSINESS in Pittsburgh is not up to the standard. While some dealers report business satisfactory, most of them are complaining.

J. W. Klein, representing Larus Brothers & Company, Richmond, Va., has been in town for the past three weeks boosting the two popular brands "Edgeworth" and "Qboid" tobaccos. These brands have shown a wonderful increase here due to Mr. Klein's efforts. He has been putting in some very fine window displays and placing a lot of attractive signs in all the stores in Pittsburgh and vicinity. The May Drug Company, who recently stocked these brands, report very good business on the same. Mr. Klein will leave here in a few days on a trip through Ohio, where he expects to continue his good work.

Mr. Simon, of the American Tobacco Company, with a crew of men, is working very hard on a special deal that this company is putting out. It consists of 1200 of this company's cigarettes, of which 200 must be "Lord Salisbury 20's." The dealer receives a check for twenty cents on each special deal.

W. Linhart, of Reymer Brothers, will soon go away on his vacation. At the present time you can see him hustling to get his customers lined up before he goes away.

Howard Peel, of Reymer Brothers, is on his vacation at Angola, on Lake Erie.

I. Robbins & Sons, distributors of the Ransom Stogies, are having quite a success with this brand.

The Penn Cigar Company, manufacturers of the Red Rabbit Stogies, report business very good with them.

Zeugschmidt Cigar Company are having quite a run on the Pittsburgh Famous Stogies.

The Afco Cigar Company have a very nice window display on "Plantista" cigars. This display was put in by Mr. Powers, of the Gompeers Cigar Company, Indianapolis.

Liggett & Myers Tobacco Company's crew is back on the job after a week's vacation putting out window displays on "Oasis" cigarettes.

J. MacJones opened a very fine cigar stand in the Arcadium Building at Washington, Pa.

Jos. Zimmermann Company have put out a little booklet called "Useful Information." It contains a National and Federal League Baseball schedule and other information.

The Seventh Avenue Hotel cigar stand have a very fine window display on ten-cent assorted cigars. This stand reports business satisfactory for the summer months.

N. Shapiro, of M. A. Gunst & Company, was in town.

The fifty-two dealers who were arrested for selling cigarettes were held over for court, each being placed under five hundred dollars bail.

A. J. A.

Lochray & Burns Business Sold

A deal has recently been completed whereby the cigar business of Lochray & Burns, of Great Falls, Mont., passes into the hands of George Lanstrum and Alec Goodman, tobacconists, of Helena, Mont.

Alec Goodman and Abe Goodman will be in charge of the Great Falls store, while Mr. Lanstrum will devote his attentions to the Helena store. This sale has been pending some time.

Alec Goodman states that the firm will remodel the business house and will add greatly to the lines of imported and domestic goods carried. The concern will do an extensive wholesale business from the Great Falls store. The members of the retiring firm have not announced their plans for the future.

Big Chief Tobacco Company Makes Auspicious Start

The Big Chief Tobacco Company, of Atlanta, Ga., is making a direct appeal to the cigar dealers of that city by sending out sample boxes of ten cigars each of their "Big Chief" five-cent brand. The dealers are invited to smoke them and test their merit. Orders coming into the factory office indicate that the cigars are being appreciated.

R. L. Kahn and A. Joseph Christina are the members of the company. They have opened a factory on Central Avenue.

J. G. SHIRK & SON OPEN NEW BUILDING

Commodious Home Opened to Public Last Week—Modern in Every Respect and Thoroughly Equipped

LANCASTER, PA., July 11.

LAST week marked the opening of the new home of Jacob G. Shirk & Son, at 323-325 North Queen Street, and more than five hundred guests took advantage of the invitations to visit the commodious quarters.

This old cigar, cigarette and tobacco jobbing house has been in existence since 1885, and during this period have built up a business that requires the services of fourteen road men who cover territory in Pennsylvania, New Jersey, New York, Maryland and West Virginia. The shipping department employs six men, while the business of the company is transacted by an office force of seven.

The new building is of four-storied white stone construction. There are many windows by which it is amply lighted. The design of the building has been such as to expedite the firm's large business and give efficient service. It is 250 by 32½ feet in size. The first floor front is occupied by the main offices, a portion of which is overhung by a balcony. This balcony has an office containing filing cases. Back of the main office is a reception hall and three private offices. The woodwork and finishing is in solid mahogany. In the rear of these rooms is the circular room, stationery and salesmen's rooms and a ladies' retiring room. The rear is occupied by the shipping room. At the extreme end of the building is the garage, in which the firm houses its twelve delivery trucks.

On the second floor are the sample rooms, premium rooms, pipe department, cigars, plug tobacco, cigarettes and little cigars. On the third floor is a huge humidor, which, when filed, will hold 2,000,000 cigars. The remainder of the floor space will be used for the storing of scrap tobacco.

Much of the long cut tobacco is on the fourth floor. On this floor is a large steel-lined and fireproof room for the storing of matches. The basement and sub-cellars are used for the storing of the bulk tobacco as it arrives.

Mr. Shirk started in the tobacco business in 1885 at the place where Nein and Fisher are now located. Later he moved to No. 309 North Queen Street. Then to No. 40 West Orange Street. In the year 1905 he erected the building, No. 19 West Chestnut Street, where they were in business until they moved into this pretentious building.

Among the prominent representatives of tobacco manufacturing concerns present were: George W. Bushness and H. P. Palmer, of the Scotten-Dillon Company; Frank Rubican, of the Pinkerton Tobacco Company, Toledo, O.; L. J. Goodhart, of the Spalding Americk Company, Chicago, Ill.; E. F. Street, of the Brunswick-Balke-Collender Company, Philadelphia; Joseph Neuman, Havana-American Cigar Company, New York; H. C. Miller, of the Jacobs-Hultzger Company, New York; Scott Frey, of the S. & F. Cigar Company; C. M. Heintzelman and J. G. Wengert, of Chambersburg, Pa.; J. J. Fitzgerald, of Lorillard Company, Jersey City, N. J.; C. A. McHenry, National Match Company, Joliet, Ill.; C. W. Phipps, of the A. B. Cunningham Company, Philadelphia; D. H. Gilhool and Mr. and Mrs. Harry Evans, of the Liggett & Myers Company, and J. B. Sprenkel, of York.

The Fall Sumatra Sales

The fall inscriptions for Sumatra will take place at Amsterdam on Friday, September 18th; Thurday, September 24th, and Friday, October 16th. The Sumatra inscription at Rotterdam occurs on Saturday, September 26th.

The Cuban Market

From Our Exclusive Bureau

Havana, Cuba.

HAVANA, July 8, 1914.

BUYING in the Vuelta Abajo is proceeding slowly, as nobody seems to be in a hurry this year, and also as the buyers wish to see the tobacco in the bales before making any bids. There are not as many escogidas of our packers as formerly, the bulk being packed by the vegueros themselves. It is now claimed that perhaps even less than fifty per cent. of the Vuelta Abajo crop will be of good quality.

Semi Vuelta is being packed by our leaf dealers to a larger extent, but this crop is of a lighter nature than in former years, and the percentage of heavy styles may be only small this year.

Partido tobacco has so far given the worst result to our packers, and they complain that, instead of making a small profit, they are actually losing money, therefore some of them have closed their packing houses already, and others may follow suit. It does not pay to pack fillers only, and the bulk of the so-called wrappers turns into Resagos of 7a, 8a, and even as low as 9a. There are hardly any good 6a, 5a, and even less still of the 4a and 3a. The vegueros will have to do their own escogidas, and trust to luck to find buyers later on.

Remedios in bundles has been all bought up in the country by our packers, or where the vegueros refused to accept the bids made, they are doing their own escogidas, and of these there may be quite a number later in the season. While there is also some poor tobacco this year, in general this crop seems to be least harmed by the unfavorable growing weather. The heavy part of the crop is of a very fine quality, as far as can be judged now, and while prices will be lower than last year for first and second capaduras, they will not be as low as was at first imagined.

Our leaf market has been a little more animated, notwithstanding that the number of American buyers has not been large. There have been some purchases of importance by one American house established here, as well as by commission merchants, and by the German export houses, which have operated quite freely in the low grades of new Remedios. It is said that the majority of the new Vuelta Abajo colas are of such a light quality that the cigarette manufacturers will have to look to Remedios to supply the needed heavier quality, and if this should prove to be a fact then prices for the low grades of Remedios might advance. Puntillas have been also purchased quite liberally for the German market. Some lots of old Remedios and Vuelta Abajo were traded in for American account.

Receipts from the country are beginning to be quite heavy now, and soon we ought to have a good assortment of styles for buyers to make their selections from and secure the pick of the styles most needed.

Sales amounted to 7598 bales during the last two weeks, which divided represented: Vuelta Abajo, 2457; Partido, 1579, and Remedios, 3562 bales.

Buyers were: Americans, 3701; exporters to Europe, 1720; shippers to South America, 185, and our local manufacturers of cigars and cigarettes, 1092 bales.

Exports of leaf tobacco from the port of Havana during the two weeks closing with June 27, 1914, totaled 4466 bales, which were distributed among the following countries, viz.: To all ports of the United States, 2820; to Bremen and Hamburg, 1350; to Antwerp, 47; to Canada, 41; to Gibraltar, 14; to Buenos Aires, 180, and to Paraguay, 5 bales.

Receipts of Leaf Tobacco From the Country.

	From June 19 to July 2, 1914.		Since January 1, 1914.	
Vuelta Abajo	6,426	bales	32,147	bales
Semi Vuelta	2,042	"	5,754	"
Partido	1,404	"	3,152	"
Remedios	7,019	"	18,530	"
Oriente	32	"	939	"
Total	16,983	"	60,522	"

Buyers of Leaf Tobacco That Come and Go.

Arrivals—From New York: Sidney Goldberg, president of S. Batt & Company; Dionisio Hevia, of Dionisio Hevia.

From Tampa: Francisco R. Diaz, of V. Guerra, Diaz & Company; José Arango, of the Havana-American Company; José Lovera, of the José Lovera Company; Edgar J. Stachelberg, vice-president of the Sanchez & Haya Company; Angel L. Cuesta, of Cuesta, Rey & Company; Antonio Travieso, superintendent of the Optimo factory of A. Santaella & Company, and Val M. Antuono, of Val Antuono.

From Key West: John Wardlow, president of the Ruy Lopez Company.

From San Francisco: General E. M. Elam, representative for the Pacific Coast of the Sanchez & Haya Company.

Returned—Ramon Alvarez Fernandez, of Ramon Alvarez Fernandez; Ted Smith, of Hinsdale, Smith & Company; Gerald Smith, of Pablo L. Perez; L. Stewart Houston, of the Henry Clay and Bock & Company, Ltd., and Felipe Rodriguez, owner of the Flor del Fumar factory.

Departures—To New York: S. M. Wallach, Baldomero Fernandez and Sidney Goldberg.

To Chicago: Mike Friedman.

To Key West: Jaime Pendas, John Wardlow.

To Boston: Albert W. Kaffenburgh.

To Tampa: Francisco R. Diaz.

Cigars.

We will make no comment upon the situation of our cigar industry, as the following figures, taken from our customhouse returns during the past month of June, speak more plainly the truth than we could paint the deplorable situation. These figures represent the exports of cigars from the port of Havana and the comparison with 1913:

From June 1 to June 30, 1913,	12,906,444 cigars
From June 1 to June 30, 1914,	10,460,839 "
Decrease during the month of June, 1914,	2,445,605 "

There are nine countries which show the principal decreases, viz.:

United States	1,120,229	cigars
France	708,100	"
Canada	339,633	"
Argentine Republic	317,225	"
Chile	105,119	"
Austria	99,740	"
Peru	76,600	"
Portugal	37,550	"
Gibraltar	31,255	"
Total decreases	2,844,451	"

There were only two countries which show increases of importance, viz.:

Germany	315,930	cigars
Great Britain	80,373	"
Total increases	396,303	"

The exports for the first six months now compare as follows:

From January 1 to June 30, 1913,	85,599,750 cigars
From January 1 to June 30, 1914,	77,666,485 "
Decrease during the first six months of 1914,	7,933,265 "

Our nine principal consuming countries now show the following result:

	Decreases.	
United States	4,416,935	cigars
Great Britain	2,222,054	"
Canada	1,250,007	"
Argentine Republic	1,240,440	"
Chile	1,031,200	"
France	542,762	"
Total decreases	10,703,407	"

(*Continued on Page 35*)

The Cuban Market

(*Continued from Page 34*)

	Increases.	
Spain	2,344,077	cigars
Germany	607,720	"
Australia	336,275	"
Total increases	3,288,072	"

Romeo y Julieta continues to be well supplied with orders, considering the time of the year. It has received quite an amount of orders from Germany for future shipments.

Partagas also holds its own during the dull period.

H. Upmann & Company gave us some cheerful news, as they stated that business showed signs of an improvement at last.

Castañeda said that there was no falling off in its export trade, but that the home consumption was slack at the moment.

Flor del Fumar, Sol and La Flor de A. Fernandez Garcia are working moderately.

Leaf Tobacco.

Sobrinos de A. Gonzalez were the largest sellers of leaf tobacco during the past fortnight, with 1350 bales of all kinds.

Ernest Ellinger & Company were large buyers in our market for account of their customers, operating extensively in old Vuelta Abajo and Remedios.

Edgar J. Stachelberg, who arrived here on the 7th inst., accompanied by Mrs. Stachelberg, speaks in glowing terms about the good business of the Sanchez & Haya Company, which has not an empty table in their factory, and had just rented the former factory building of the M. Stachelberg & Company, which is operated by the Havana-American Company.

F. Rocha & Company sold 540 bales of Vuelta Abajo and Partido of the old and new crops during the last two weeks.

I. Kaffenburgh & Sons, under the leadership of Albert W. Kaffenburgh, bought in the Santa Clara province enough bundles of leaf to produce about 14,000 to 15,000 bales when packed, and for this purpose they had opened nine escogidas in Santa Clara, Camajuani, Remedios and Manicaragua. They secured the pick, as Don Alberto was the first in the field and had sized up the situation correctly, as prices afterwards advanced considerably. Walter J. Kaffenburgh is superintending all packing operations personally in the country.

Shippers above 200 bales of leaf from Havana during the last two weeks were:

Cuban Land and Leaf Tobacco Company	602 bales
Garcia & Company	566 "
W. Armbrecht	434 "
Leslie Pantin	405 "
Adolfo Moeller	402 "
Virgillo Suarez	271 "
Celestino Medio	207 "
Ernst Ellinger & Company	206 "

ORETANIV.

Sailors Will Get Their Tobacco

WASHINGTON, D. C., July 11, 1914.

General satisfaction was expressed today throughout naval circles when it became known that Secretary Daniels, contrary to expectations, had authorized retention of popular brands of tobacco and articles which it had been rumored would be denied admission to the commissary stores.

The action of the secretary, following the enforcement of his order abolishing the officers' wine mess, officially upset what had become a general belief among the enlisted men that they, too, would be denied certain proprietary articles which they had heretofore enjoyed. Under the new order not only will those articles which have been carried in the commissary departments be retained, but it is intended to assure greater latitude of choice to the men by admitting additional brands of tobaccos and personal commodities. In announcing his decision Secretary Daniels said:

"I firmly believe that the enlisted men of the fleet should be allowed to buy what they want. I feel that in purchasing these supplies I am acting as trustees for the men and that it is my duty to make this possible so far as lies within my power."

CAPITOL.

Hines Appointed as International Company's Receiver

Vice-Chancellor Emery has recently appointed Harry C. Hines temporary receiver of the affairs of the International Tobacco Company, of Newark, N. J. The corporation had a capital of $1,000,000. The liabilities are said to be $28,000, while the assets consist of patents of problematic value. The other assets of the company were sold by the landlord of the building it occupied to satisfy a claim for rent.

George H. Harmon, of Glen Ridge, a stockholder, creditor and vice-president of the company, says it was incorporated four years ago and the $750,000 of the capital stock is outstanding. Last November because of lack of funds work was suspended, and a month later the landlord seized and sold the chattels of the company.

Harmon owns 3300 shares of the stock, and has endorsed notes for the company amounting to $2200. He says there are no funds to meet the indebtedness, that the Mutual Bank of Roseville has begun suit to collect over $13,000 of notes issued by the company, and that everything will be hopelessly lost unless a receiver comes to the rescue. The appointment of Mr. Hines is temporary and in two weeks the question of a permanent receiver will be settled.

George Martin to Open Ninth Store

George Martin, the well-known tobacconist of Moline, Ill., has recently closed a lease for a store in the Masonic Temple, at Third and Main Streets, Davenport, Ia. The store has a 22-foot frontage with a depth of 35 feet. This will be Mr. Martin's ninth store.

The new store will have three entrances, one on Main Street, one on Third Street, and one from the lobby near the main entrance to the Temple. He will begin the work of remodeling in the near future, and will take possession October 1.

This makes the fifth store that Mr. Martin has leased within the last year.

General Review of Tobacco Crop Conditions

In the recent review of crop conditions of July 1st, as compiled by the Bureau of Crop Estimates of the United States Department of Agriculture, the growing condition of the tobacco crop on July 1st, expressed in a percentage of its ten-year average (not the normal), was 78.0.

The tobacco acreage for 1914 is estimated at 1,151,000 acres, which is indicated as 94.6 percentage of the 1913 acreage. The general condition on July 1st, is given at 66 per cent. of normal, as against 82.8 per cent. at the same time, on July 1st, in 1913. The ten-year average of condition on July 1st is given as 84.6 per cent.

Interpreted from condition reports the estimated yield per acre on July 1st was 639.9 pounds. The average yield for 1913 was 784.3 pounds.

No Connection With Other Company

The International Tobacco Company of New York has issued a statement saying that it had no connection with the International Tobacco Company of Newark, which is mentioned in news dispatches as being in receivers' hands. The New York Company is engaged in manufacturing and exporting tobacco products, with offices at 413 East Twenty-fourth Street.

Up-to-date in every respect are the new quarters of the Spring Cigar Company, located at 911 Second Avenue, Seattle, Wash. J. C. Bridgeman is in charge. "Charles the Great," the well-known brand of Salvador Rodriguez, is being featured.

Detroit

June Was Best Month Since October—Ben Bloch Says Biggest Ever for "Philip Morris"—Henry Cleenewerck Passes Away—Police Catch Alleged Freight Thieves

DETROIT, MICH., July 10.

CHARLES LaFond, of the LaFond Company, who operate a chain of eight stores in Detroit, and who, in addition, is at the head of the San Etta Cigar Company, recently said, in speaking of "The Tobacco World," "I like it better than any other trade journal. Every issue is read carefully and then passed around to the various retail stores. I can always rely on what I see in the 'World,'" he added.

The Hotel Pontchartrain is headquarters for THE TOBACCO WORLD and any one having news at any time is more than welcome to send it or 'phone the cigar department, where the writer is in charge. No less than a dozen people come into the hotel every day and call at the cigar department for THE TOBACCO WORLD. Of course, we are always glad to have any one interested look over our copy, but we would suggest that for the price of one dollar per year—less than five cents a copy—it be subscribed for. "I never know where I'm going to be, and I know I can always find it around the cigar factories or retail stores," said a certain caller recently when he was asked why he didn't subscribe for it. The Pontchartrain 'phone number is Main-6580—don't forget to ask for the cigar department.

Members of the Knockers' Club, outside cigar manufacturers, pessimists and others, cast your eyes for a moment on the following figures, showing how many cigars were made in Detroit during the month of June: Cigars, 27,890,133; tobacco, 2,099,965 pounds; snuff, 7566 pounds.

June was the best month that Detroit manufacturers have had since last October, when the record was broken with 30,000,000 cigars. Who says that there is any depression and that the cigar industry is going backwards? Maybe it is for some manufacturers, but surely not for those in Detroit. The above figures tell the story. Because some salesman does not sell as much leaf tobacco, or some printer as many labels, does not necessarily mean that the cigar manufacturer is doing poorly. Maybe he has split up his order or given it to a competitor.

Herman Desilets, president of the Escanaba Cigar Company, of Escanaba, Mich., died in June from tuberculosis of the bone, having been sick for the past five months.

"That's me, that's me," said Bert Johnson, manager of the cigar stand at McMillan's store, while at the Temple Theatre last week where the motion pictures were shown taken on the recent cruise of the Board of Commerce to Duluth. It was Board of Commerce night and the entire lower floor, boxes and mezzanine were occupied by members and their wives, nearly eight hundred in all. Bert could be seen very plainly in some of the pictures wearing his usual smile. He was particularly in the foreground in that portion of the film which depicts a parade of cruisers about the ship.

Albert Neff, one of the best known retail cigar clerks in the city, having for many months been associated with Bert Johnson, tendered his resignation a few weeks ago.

Ben Bloch, manager of Indiana, Ohio and Michigan for the Philip Morris Cigarette Company, was in town July 6th and 7th. Ben was all smiles over the fine business which he is again enjoying in his territory. "This is going to be another banner year for us," he said to the representative of THE TOBACCO WORLD. "We thought we would have a hard time to beat our 1913 mark, which was some record-breaker, but 1914 is going to exceed it by many thousands. Philip Morris cigarettes are getting more popular every day." Mr. Bloch went to Indianapolis for a few days' work and took with him his Michigan representative, Edward Lichtig.

John P. Hemmeter was in New York for about ten days during June on a business trip, during which time he was confined to his room at the hotel, having been taken sick. He returned to Detroit fully recovered.

Albert Worch, who returned June 29th from a six weeks' Western trip, left again on July 8th for Kansas City, to be gone for a few days. The Wayne Cigar Company, of which Mr. Worch is a member, is now producing close to a million cigars a week, and it could just about double this number if it had sufficient extra room and could secure the cigarmakers. It is shipping to Niles & Moser, of Kansas City, about 700,000 cigars a week and 60,000 to the Bachman Cigar Company at San Francisco, and yet both of these concerns are constantly keeping the telegraph wires hot with requests for more cigars.

The entire sales force of the American Tobacco Company in Michigan took their vacations from June 27th to July 6th.

After a week in town, Ben Lesser, of F. Lozano & Company, left for New York July 7th and will not take to the road again until the first part of September. Ben says he is going to take his daughter and spend the summer at one of the Eastern seashore resorts. Ben was out nine weeks on his last trip, and said he found business conditions excellent. "I know we are doing better and I base my opinion on that fact," he said. "We are doing fine in Michigan. Lee & Cady, who now distribute for the Lozano brands, are gradually building up a very nice trade for us, and in time I believe we will be doing three times our present amount of business."

D. S. Thomas has sold his cigar store at 9 Oak Street, Grand Rapids, Mich., to Thomas R. Hayes, who is continuing the same.

Henry Cleenewerck, of the firm of Raseman & Cleenewerck, cigar dealers in Kalamazoo, died on June 24th. He was one of the best known citizens in the city. Death was caused by heart trouble. He was born in Kalamazoo in 1868 and had spent his entire life there. In 1892 he opened the cigar store of Raseman & Cleenewerck and he remained actively engaged in the business, in spite of ill health, until the spring of this year, when he was forced to retire, at which time he sold his interest to his brother. During the twenty-two years that Mr. Cleenewerck was engaged in the cigar business he took less than two months' time in vacation and it was largely this devotion to business that hastened his death. A wife survives him.

Robert Donma has opened a cigar store at 10 Terrace Street, Muskegon, Mich. It is an up-to-date establishment and a credit to the city.

Many arrests have been made by the Detroit Police Department in connection with the theft of thousands of dollars worth of cigars and tobacco stolen from freight cars and trucks in Detroit and other cities. The amount of the loot so far has reached in the neighborhood of $50,000. Among the goods found were large quantities of cigarettes and tobacco which were being shipped to Western cities. Small boxes were seldom touched by the thieves, their specialty being lugging away packing cases filled with cigarettes, cigars and tobacco which were either being received into the city or being shipped out of the city by local jobbers and manufacturers. Exposure of the gang was brought about by Robert Nederlander, an auctioneer. He was hailed on the street by M. Lavine, who runs a cigar store at 363 Hastings Street. Lavine said he had a lot of cigars that he bought cheap and that he expected another large order and that it would be a good thing for Nederlander if he took some to sell in his business, as he (Nederlander) is an auctioneer. Lavine told Nederlander the brand of the cigars he had bought and the new lot he was to buy. "Those are stolen goods," Nederlander said. When the thieves came around to sell their second lot, Lavine 'phoned for the police and had them arrested. The cigars were being sold at three dollars per thousand less than the regular price. The stealing has been going on steadily for the past year, so that the catch is a very important one and will probably put an end to much needless trouble.

Thomas Plues, for seventeen years Michigan representative for the American Tobacco Company, later with the Newman Cigar Company, is still seriously ill at his home, 109 Philadelphia Avenue, East, Detroit.

William Johl, of Owosso, Mich., has sold his stock of cigars to Gus Drebensteat, who will continue the business.

The Michigan Tobacco Company, 261 Cass Avenue, who organized to do a jobbing business some months ago, has quit owing to its inability to properly pay bills.

The Mazer Cigar Company, of Detroit, makers of "Miss Detroit" and "La Cavalerie" brands, have broken ground for an addition to their factory, which will be 30 by 110 feet, and just double the size of their factory. It will be of brick construction and fireproof throughout. It will be in the rear of the present building on Grandy Avenue.

Abe Hirsch, salesman for Joseph Hirsch & Son, has moved his family to Detroit for the summer. His permanent home is in Dayton, where he has lived for many years.

We had the distinction of having Edward Moser, of Niles & Moser, of Kansas City, in our midst about ten days ago. He was going East on a business trip and spent a few hours in our beautiful city with Charlie Spietz, of the Wayne Cigar Company.

Another noted recent visitor was Mr. Ackerman, general representative for the "Webster" cigar. Detroit is always glad to welcome him, not because he comes in the interest of one of the best selling cigars in this city, but because we consider him one of the "Kings" in the trade. Whether he finds time to come to Detroit or not, Mr. Ackerman can always feel that the "Webster" brand is being given splendid treatment by local dealers.

Jack Kelly, representing "Aplomas"; Hi Hammer, representing "Julia Marlowes"; Mr. Levy, of the American West Indies Cigar Company; Frank Lopez, of Garcia & Vega; Mr. O'Connor, of F. Garcia Company, were other recent visitors. Also Harry Nathan, of E. Spingarn & Company.

Jules Marqusee, with his son Jack, were here last week. This was Jack's first visit to Detroit. He is just out of college. From Detroit father and son went to Dayton.

Preston Herbert, vice-president of the United Cigar Manufacturing Company, was here for a few days the latter part of June, being his first time in two years. The reason that Mr. Herbert has not come oftener was because he has always felt that through Best & Russell, jobbers of "United" goods, his presence here was not necessary. He still feels that to a degree, but says he was so impressed with the city that he is going to come oftener, if only to keep in touch with our growth. He likes Detroit very much; he didn't know that we had such a live town. With Mr. Herbert was William Best, of Best & Russell. They spoke about the "Robert Burns" cigar, which was making a big hit everywhere. We know this to be true as far as Detroit is concerned, as there is hardly a retail store that doesn't handle them. The writer dropped into the Best & Russell retail store at Woodward and Jefferson Avenues the other Saturday night and nearly every other person who came in asked for "Bobby Burns."

(Continued on Page 38)

ABOUT STALE TOBACCO SMOKE

Why the Odor of Good Tobacco Is Not the Best—Tests Show Peculiar Physical Effects From Stale Odors

ALMOST every one has noticed that the smell of tobacco smoke at the time the tobacco is being consumed is very different from the odor the room where the smoking is done has a couple of hours later. A smoking car on a railroad does not smell of tobacco at all, but of stale tobacco smoke. Many a confirmed smoker, who enjoys his pipe or his cigar, finds himself offended, if not actually nauseated, by the odor of the smoking car.

Quite frequently the blame is laid on the character of the tobacco smoked by fellow passengers, and the man who is smoking a "fifteen-cents-straight" relieves his feelings by semi-audible remarks about the "two-for-five" of some fellow commuter a seat or two ahead.

As a matter of fact, the smoker of the good tobacco is entirely in the wrong, for it is a characteristic of tobacco smoke that the permanence of the stale odor is far greater from good tobacco than from the poor "weed." The reason for this is that the cheaper article possesses less of the true incombustible particles, and the smell of the smoke, though more pungent at the time of smoking, is the first to pass away.

The same is true with a pipe. Tobacco that "bites" is tobacco of a grade of leaf and of a sub-variety of plants where combustion is either more rapid or more thorough. The smoke usually is hotter, and a greater acridity of fumes follows. A "smooth" smoke is obviously one in which combustion is slow and steady, and where the smoke is not so volatile. Being less volatile, it lasts longer.

Even more conspicuously is this true of cigarettes. The natural Virginia cigarette leaves a disagreeable, stale odor. But it is harmless in this regard as compared with Turkish or Egyptian cigarettes—that is to say, to the blends which go by those names in the trade.

The pleasant flavor of Turkish tobacco and the enjoyable aroma it gives at the time of smoking change very rapidly. Many compounds exist in the smoke which are chemically unstable and which, after cooling and the lapse of an hour or more, disintegrate and form other compounds that are far from agreeable in odor.

At a recent meeting of the Psychiatric Society of Vienna, Professor von Frankl Hoshwarth reported a series of experiments on the effect of both fresh and stale tobacco smoke of various kinds. The stale smoke of the Turkish cigarette was found to be far the worst in increasing mental and physical depression and producing a peculiar alteration of the sense of taste. Blood pressure and the pulse rate were affected in 60 per cent. of the persons in a room filled with stale tobacco smoke, as compared with 38 per cent. in a room filled with fresh smoke.

It was shown that tobacco can be treated by certain processes which will eliminate the unstable products that produce the unpleasant stale odor without materially affecting the flavor of the tobacco. Some one has suggested that laws should be passed compelling men who smoke in smoking cars and other public places to use this specially treated tobacco. Many women would be glad to see such a regulation extended to the household. The elimination of the evil odor of tobacco smoke would be a boon to many thousands of smokers as well as to millions of non-smokers.

Leaf Tobacco Notes

PENNSYLVANIA

LANCASTER, PA.

The growth of the tobacco crop of Lancaster County the past week, under unusually favorable weather conditions, has been almost phenomenal. So strong and sturdy have the plants become that they are now safe beyond the danger of destruction by cutworms and wireworms. The dangers ahead are the big greenworms, which can be hunted for and destroyed, and hail. The latter is the greatest danger of all. It is the fact doubtless that several light falls of hail have already occurred which cause the weather prophets to predict that this will be a season of hailstorms. These apart, the growers are convinced that this year's crop will be the very finest growth in Lancaster County for some years. Around Washington Borough, on the Susquehanna River, known as an early belt, the topping of Havana seed tobacco has already begun, and next week some Pennsylvania broadleaf will be topped. This year's crop will be harvested early, judging by present indications.

WISCONSIN

EDGERTON, WIS.

Weather conditions have been favorable and with the entire tobacco crop transplanted within the usual time there should be no excuse for a poor end to the crop this year. Constant cultivation is keeping the crop in good condition and the weather has been all that could be desired. The growth of the plants has been stimulated and the outlook is quite favorable for a good crop.

The examination of last season's packings for the elimination of any damage that might have accrued in the curing is becoming quite general with the packers. The bulks are found to be quite well sweated and promise to afford the market some fine binder goods. As was expected, there will be some cleaning to be done.

Nothing has occurred to break the monotony of a dull market in old leaf.

CONNECTICUT

Last season, for the tobacco growers who picked or primed the crop, was not a success, on account of the dry weather, although nearly all of them sold for a good price. The tobacco in many cases was bought in the fields or practically sold before it was set out. While the growers last season received a good price for the crop, the buyers were not satisfied, as the crop when out of the "sweat" was tender, spotted and not nearly so good as the tobacco cut on the stalk. This made hard feeling between the grower and the buyer, and the tobacco buyer is the man to whom the average grower has to cater.

Early this season the local dealers in leaf tobacco wanted to have little to do with the picked or primed tobacco until it was advanced enough in the fields to make the proposition of buying a sure one. During the past week rain has fallen at intervals every day and the present tobacco crop, which consists of nearly four thousand acres, is in the best shape possible and barring a hailstorm, a banner crop is assured, both in growth and quality. The coming of the rain after the long dry spell has made thousands of dollars for the growers, and at present the growers who have for several years picked or primed the crop are at a loss what to do. Almost all of the larger growers had the tobacco set in the fields so that it could be picked or primed or cut in the old style on the stalk and nearly all of the growers have their sheds rigged for the primed or picked tobacco, not caring to make the change until they knew more of the season. At present no tobacco sales have been reported, which growers take as an indication that buyers are waiting to see the crop well advanced in the fields before taking a chance.

Sirlin Schedule Filed

Julius Sirlin, cigar manufacturer, of Syracuse, N. Y., against whom a petition in bankruptcy was filed one month ago, filed Saturday, July 11, his schedules with the Clerk of the United States Court in Utica, N. Y., listing liabilities at $47,512, with assets of $30,651. Mr. Sirlin claims the indorsements on two notes included in the list of liabilities are not genuine. They are held by the People's Bank of Johnstown, N. Y., and the West End Brewing Company, Utica, N. Y.

Cigarettes Boost Revenue Figures

WASHINGTON, D. C., July 11, 1914.

Receipts from tobacco taxes show an increase of some $2,800,000 over last year. This gain is due almost entirely to a phenomenal increase in the cigarette trade.

Estimates on the June receipts indicate that the total decline in distilled liquor taxes for twelve months will approximate $4,250,000.

CAPITOL.

CLUBDOM SMOKING No. 16

(*Continued from page 31.*)

What of the cigar and tobacco business in this remarkable club? Does it flourish? The answer is: Yes, it does. For the most part the members are extensive users of tobacco in some form or other. Since no person is admitted to membership unless he is a graduate of some university, it stands to reason that most of the members smoke. Only a nominal per cent. of men who come out of the colleges do not smoke.

The club has one cigar stand which is located on the first floor not far from the pool and billiard room. The largest trade is in high-grade cigars. Imported brands are preferred, but the domestic are also in strong favor. The line carried is not large, but it is representative of the best to be had. There is some box trade, but it is not by any means a large source of income to the department. The dining room trade in the floor above is supplied from the case. Of late this has become so heavy that it is probable that a second stand will be placed on the above floor in order to save the waiters extra steps.

There is some trade in cigarettes, although it is by no means as heavy as the cigar trade. There is some sentiment against cigarettes on the part of some of the members, and for that reason few cigarettes are smoked in the club direct, although many of them are purchased in the club and smoked elsewhere. The club has no private brand in either cigars or cigarettes. In this it differs from the other clubs which have been discussed under this head.

To study the membership list of the Quadrangle Club is a revelation. Men whose names appear behind sensational stories of experiment every day in the newspapers and in the scientific monthlies in such a regular manner that they seem to have grown to the page, are found to be members of the club. All of the celebrities of the University of Chicago belong, including most of the professors. John D. Rockefeller is an honorary member. Coach A. A. Stagg, the football wizard of the West, is one of the most popular in the organization. President Harry Pratt Judson, of the University of Chicago, is also a member. President Harper, now deceased, was likewise on the roster. In fact, the names of prominent men who belong could be mentioned in endless train.

In the foreground of the picture two tennis courts will be seen. These give an indication that tennis is one of the most popular amusements of the members, which it certainly is. If a person wants to gain possession of the courts it is necessary to get up pretty early in the morning. The courts are taken at dawn and they are busy until sunset in the summer time.

Report is to the effect that the Cashatt Cigar Company, Columbus, O., has increased its capital stock from $20,000 to $100,000.

"Juan de Fuca," made in bond by the Morgan Cigar Company, Tampa, Fla., is being featured by the Forsyth Cigar Company, Jacksonville, Fla.

Manager S. B. Fisher, of the Louisville, Ky., office of the J. B. Moos Company, following his recent return from a brief visit to Cincinnati, stated that the month of June surpassed any other month on record at the Louisville office. Medium priced, were the goods principally called for, though the expensive lines were not slighted.

New Salt Lake City Jobbing House Open

With the first of this month Salt Lake City counted among its new commercial enterprises another large wholesale cigar house. Don R. Lewis, one of the best known cigar men in the intermountain country, and Jack G. Whitaker, formerly with Celestine Vega & Company, of Chicago, on that date opened up a new concern in this city under the firm name of Lewis & Whitaker Cigar Company. The headquarters of this concern are at 339 South Main Street, in the Felt Building, and are commodious and up to date. The humidors are of the most modern construction and the latest facilities for rapid handling of large quantities of cigars have been installed.

Mr. Lewis, who will be manager, is well known throughout this territory. He was manager of the Salt Lake branch of a large St. Louis cigar house from 1907 to 1912, and continued as manager of the concern after its purchase by Niles & Moser and by Rothenberg & Schloss. He remained with this company, supervising the business in the Western territory, until 1914, when it was consolidated with a Butte house early this year. J. G. Whitaker, who will be associated with Mr. Lewis, was formerly in this city as representative for various cigar houses, going from here to Minneapolis and then to Chicago. He has been uniformly successful in his business and will be welcomed back to Salt Lake City by his many business associates.

Among the brands to be featured by the new concern are "La Mega," "Budwer," "Flor de Valentine," "Richard Mansfield," "Broadwall," "Superba," "Invincible," "Hand Made," "John Ruskin" and other well-known makes.

Sales Good on "Epoca" Cigars

The C. A. Gibbs Co., reputed to be one of the largest clear Havana houses in Pittsburgh and vicinity, have recently stocked up and are featuring the "Epoca" cigar, sales on which they report to be encouraging. This cigar, which is manufactured by Schwab Bros. & Baer, New York, N. Y., is made in various sizes ranging from 10 cents to 25 cents. Attention is being called to a special package on the "Epoca," which package contains ten cigars, the case being of black leather initialed in gold.

DETROIT

(*Continued from page 36.*)

Nate Shapero, of M. A. Gunst & Company, a subsidiary of the "United" manufacturers, was in town at the same time with Mr. Herbert and Mr. Best.

C. H. Brockway, of 743 Woodward Avenue, Detroit, reports that he is enjoying a fine trade. He recently purchased a new motor car, and took a trip to Ludington, where he spent ten days on a fishing expedition.

G. E. Allard now owns the cigar stand in the Trussed Concrete building formerly conducted by Arthur Gramm.

Sol Mincer, proprietor of the El Mincero Cigar Company, at 316 Dix Avenue, Detroit, is one of the most enthusiastic of the Detroit cigar manufacturers doing a conservative business. Mr. Mincer is not turning out any million a week, but what he does make he is able to find a ready market for. He turns out the only strictly clear Havana cigar in Detroit. It comes in different sizes and sells to the retailer at forty dollars per thousand and up. All cigars are "Cuban work" and his factory is exclusively for manufacturing clear Havana cigars. He is at present having a very successful business on "Minuet," a little five-cent clear Havana. "We are not setting the town on fire," he told THE TOBACCO WORLD, to which he has been a subscriber ever since he has been in business, "but we are doing a nice, steady business, increasing it a little every week, paying our bills regularly and dealing with good, responsible dealers."

Claude E. Howell, Detroit jobber for "New Bachelor" and "Don Antonio" cigars, is spending the summer at his cottage on Silver Lake.

AL U. THORNBURG.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 236 Chestnut Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

REGISTRATIONS

THE EULALIA OF JOSE OCASIO:—30,229. For cigars. June 29, 1914. Jose Ocasio, New York, N. Y.

BROTHER-IN-LAW:—30,230. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 29, 1914. D. Schaible, Philadelphia, Pa.

SID RAMO:—30,231. For cigars. June 29, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

COLLATERAL FIVES:—30,232. For cigars. June 29, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

FIRST PREFERRED STOCK:—30,233. For cigars. June 29, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

SOLTURA:—30,234. For cigars. June 29, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

THE BLACK BAND:—30,235. For stogies. June 29, 1914. W. P. Lewis, Belmont, O.

THE BLUE RIBBON:—30,236. For stogies. June 29, 1914. W. P. Lewis, Belmont, O.

THE RED RIBBON:—30,237. For stogies. June 29, 1914. W. P. Lewis, Belmont, O.

THE BARD OF BUTTE:—30,238. For cigars, cigarettes and tobacco. June 29, 1914. Wm. Glaecum & Sons, New York, N. Y.

ILLINOIS SPORT:—30,239. For cigars. June 29, 1914. Stein Brothers, St. Louis, Mo.

TWIN MOUNTAIN:—30,240. For cigars, cigarettes and tobacco. June 29, 1914. Charles Will, Port Jervis, N. Y.

TRULY TAMPA'S:—30,241. For cigars, cigarettes and tobacco. June 30, 1914. Cabrera-Haimer Cigar Company, Tampa, Fla.

PEG HEAD:—30,242. For cigars, cigarettes and tobacco. June 30, 1914. The Moehle Litho. Co., Brooklyn, N. Y.

CIRCLE C:—30,243. For cigars. July 1, 1914. J. G. Cohen Cigar Company, Seattle, Wash.

TWO MASTERS:—30,244. For cigars, cigarettes and tobacco. July 1, 1914. F. M. Howell & Co., Elmira, N. Y.

BABY LINCOLN:—30,245. For cigars. July 2, 1914. Saul Hirschfeld, Chicago, Ill.

MASONIC SMOKERS:—30,246. For cigars. July 2, 1914. Saul Hirschfeld, Chicago, Ill.

COUNT DISCOUNT:—30,247. For cigars, cigarettes and tobacco. July 2, 1914. Grafton & Co., London, Can.

LONDON CLUB'S BEST:—30,248. For cigars and stogies. July 2, 1914. Merritt & E. Jackson, New Albany, Ind.

FIFTEEN-SEVENTEEN (1517):—30,249. For cigars. July 3, 1914. Showell, Fryer & Co., Philadelphia, Pa.

GREEN TREE:—30,250. For cigars. July 3, 1914. Milton G. Evans, Lancaster, Pa.

EL MOTIN:—30,251. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 3, 1914. Liborio Cigar Company, Tampa, Fla.

HIGHFALUTEN:—30,252. For cigars. July 7, 1914. Henry Hoklas & Son, Peoria, Ill.

THE PEACEFUL HOUR:—30,253. For cigars. July 7, 1914. J. W. Minnich & Son, Dallastown, Pa.

SPANISH JACK:—30,254. For cigars. July 8, 1914. Petre, Schmidt & Bergman, Philadelphia, Pa.

W. T. STRAIGHTS:—30,255. For cigars. July 8, 1914. Ivey Cigar Company, Fitzgerald, Ga.

DANDY MAID:—30,256. For cigars. July 8, 1914. Petre, Schmidt & Bergman, Philadelphia, Pa.

LA RENTAR:—30,257. For cigars. July 8, 1914. Rainer & Ratner, Philadelphia, Pa.

MICHIGAN BOOSTER:—30,258. For cigars. July 9, 1914. Abe Gold, Benton Harbor, Mich.

VON PAPPENHEIMER:—30,259. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 9, 1914. Cores-Martinez Company, Philadelphia, Pa.

MORGAN HOUSE:—30,260. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 9, 1914. Cores-Martinez Company, Philadelphia, Pa.

Cigar Box Factory for New Brunswick, N. J.

William Black & Company, cigar box manufacturers, who recently opened a factory in New Brunswick, N. J., with twelve hands, have within a week increased this number to seventy-five and now have a daily output of 3000 boxes.

The plant is operating in the old Janeway & Company warehouse. Delay in the arrival of machinery and in the necessary improvements of the building have held up the work to some extent. The new freight elevator is being installed and additional stairways are being built.

The factory will have a battery of ten nailing machines, of which six are now installed.

Max Faulkner, manager of the local factory, states that as soon as the installation and renovation is complete he will be able to add more hands.

"Whip" Pound Pottery Humidor Makes Hit

Although this is not the season when pound packages are usually sold, Patterson Brothers, makers of the famous "Whip" and "Queed" brands of smoking tobacco, report that they are heavily oversold on the former. They believe that their great success is due to the new pottery green pound humidor, which eliminates the use of the sponge which has been found in some cases to become objectionable. The tobacco is kept moist in the "Whip" humidor by pouring a little water on the absorbent clay cover of the jar.

Another Cigarmaker Claims Championship Title

From Albia, Ia., rises the claim of Carl C. Moore that the public has been too quick to accept Edward Cornish, of Guthrie Centre, Ia., as the new champion cigarmaker. He says that a number of men in the factory of Tobey & Beskitt, at Albia, have bettered the record of Mr. Cornish, and that he (Mr. Moore) made a total of 4350 cigars during a week in October, 1912. Mr. Moore states that these cigars were four and one-half inches long, mold made and club shape. In the same week it is stated that Otis McKern, of the same factory, made 4200 cigars, so it looks as if Mr. Cornish is running a bad third with his 3700 in a week.

Moore also claims to have made 3000, five inches long, in one week, and says it is very common for cigarmakers to total between 3600 and 3700 in one week in the Albia shop. Several of the men can make 750 in one day, but this pace cannot be kept up for a week's time.

"Cigaretting," a Puff from Pinkus Brothers

The well-known cigarette house of Pinkus Brothers has recently entered the house-organ field with a brochure entitled "Cigaretting." We are advised that this little magazine will appear monthly.

In appearance it is particularly attractive and contains excellent material for the increasing of the business of the manufacturers of "Made-to-order cigarettes." "The Editor's Ash-Tray" contains some interesting cigarette philosophy, and every page shows promise of a house-organ that will find a welcome place on the busy man's desk.

Carl Ruge Urges Memorial for J. O. Arnold

Carl Ruge, the well-known Dayton, O., tobacco broker, has recently urged the erection of a memorial to J. O. Arnold, who laid out Dayton View, where Mr. Ruge resides, and who gave the best years of his life to the civic development of that suburb.

"The people, especially those living in Dayton View, should show their appreciation of the man who established that section and laid it out as it is," said Mr. Ruge.

Cigar Dealer Out For Sheriff

J. W. Brown, cigar dealer at 106 West Douglas Avenue, Wichita, Kansas, has announced that he is a candidate for the Republican nomination for sheriff. Mr. Brown, who is 46 years old, came to Kansas from Pennsylvania 35 years ago. He has been a resident of Wichita for the past 24 years. He was president of the Central Labor Union four years, and in 1894 was appointed by the probte judge as administrator of the Central Clothing Co. Mr. Brown is vice-president of the Kansas association for the elimination of all questionable practices from billiard parlors.

New Cigar Store for De Kalb, Ill.

Lloyd Pierce, of De Kalb, Ill., has decided to embark in the cigar and tobacco business and will convert his present place of business to that purpose. He will handle a full line of the popular cigars, tobaccos and cigarettes and will endeavor to keep only the best.

For the benefit of his many customers with sporting instincts Mr. Pierce will install a ticker to furnish the latest reports of the baseball games and other sports.

Numbered among the royal treasures of Persia, is a pipe set with diamonds, emeralds and rubies, and valued at not less than $500,000. This pipe it is reported was made for the late Shah.

COPENHAGEN

Chewing Snuff

We guarantee Copenhagen Snuff is now and always has been absolutely pure.

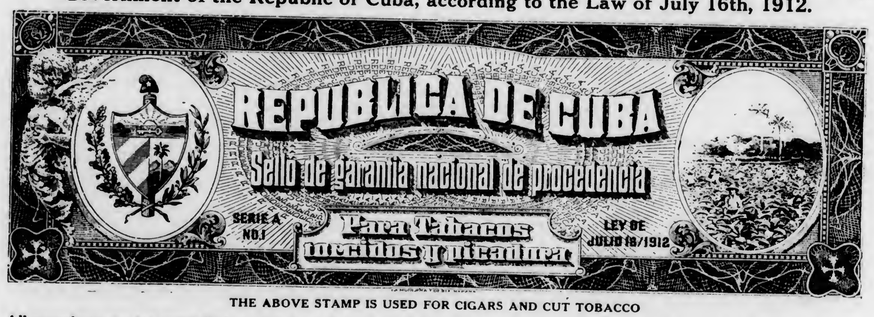
It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

WEYMAN-BRUTON COMPANY

50 Union Square North **New York, N. Y.**

Exact Fac-simile of the Government Stamps on Cigars, Cut Tobacco and Cigarettes, issued by the Government of the Republic of Cuba, according to the Law of July 16th, 1912.



THE ABOVE STAMP IS USED FOR CIGARS AND CUT TOBACCO

All manufacturers are compelled to affix these Stamps on all boxes of Cigars, packages of Cut Tobacco, as well as packs of Cigarettes, which are manufactured by them, and which constitute an absolute guarantee to the smokers, that the Cigars, Cut Tobacco or Cigarettes contained therein, are of Genuine Cuban Origin, made by Expert Havana Cigarmakers and Tobacco Workers.

THE ABOVE STAMP IS USED ON ALL PACKAGES OF CIGARETTES

The COLOR of THE ABOVE STAMPS is GREEN.

M. E. Canle, 156 Water Street, New York, Representative for the United States, of the Union of Manufacturers of Cigars and Cigarettes of the Island of Cuba, is duly authorized to prosecute any falsification, or colorable imitation of the above stamps by law with the assistance of the Cuban Minister at Washington.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

"OLD DRURY" IS A SELF SELLING CIGARETTE

Willie Collier says, "Every puff a plug." Cork or plain. Write for territory. Old Drury Cigarette Co., 143 West Fortieth Street, New York City.

MONROE ADLER,
CIGAR BROKER,
186 N. La Salle St., Chicago, Ill.
6-17-he

LANCASTER STOGIE COMPANY,
MANUFACTURERS OF HIGH GRADE STOGIES,
120 Water St., Lancaster, Pa.

HIGHEST GRADE OF WHEELING STOGIES—That will please the most exacting smoker, are made by C. A. Kase, Seventh and Main Streets, Wheeling, W. Va.; Factory 33; Established 1895.

Wanted.

CASH PAID FOR CUTTINGS, SCRAPS & siftings.
Write to H. Adler & M. Meyerson, 332 E. 48th, New York

IMPORTANT NOTICE TO CIGARETTE MANUFACTURERS—We manufacture cigarettes for the trade; we also supply tobacco boxes and labels 25 per cent. cheaper than elsewhere. Brands registered. Write for particulars. Live distributors wanted. The Soter Company, 235 Canal Street, New York City.

Wanted.

WANTED—Unlimited quantities of "Seed Cuttings" and "Siftings." Get our new quotations for cash. Interstate Tobacco Company, Longacre Building, Forty-second Street and Broadway, New York.

CIGAR JOBBERS: We have an exceptionally good three for five-cent proposition to offer to responsible jobbers. Fair & Square Cigar Company, Red Lion, Pa.

WANTED—HAVANA AND SUMATRA TOBACCO STEMS, 100-lb. bales. Give lowest price, and amount you can deliver monthly. Address Box 566, Tobacco World.

For Sale.

HAVANA SHORTS—Pure Vuelta; fine aroma. Lopez, 353 E. 78th St., New York. 9-1-tf

FOR SALE—Remedios Havana shorts, pure and clean. Guaranteed A-1, or money refunded. Fifty cents per pound. Edwin Alexander & Co., 178 Water Street, New York.

FOR SALE—Complete cigarmaking plant; at bargain price to purchaser of entire outfit, which includes: 18 Liberman Suction Tables, piping and fan; 9 Borgfeldt tables; gas engine, scrap cutter and cleaner; Progress Bunch Machines, presses, tables, chairs, etc. For particulars apply to De Lisser-Schneider Company, 2118 South Eighteenth Street, Phila., Pa.

FOR SALE—Cigar Leaf Scrap made only from all Ohio tobaccos. Zimmer, Gebhart or Dutch. Large cut, sound, clean, dry and ready to work. Samples submitted with quotations. The Buckeye Tobacco Company, Greenville, Ohio.

Chinese Cigarmakers Have Upper Hand in 'Frisco

According to a recent report from San Francisco, the Chinese are practically in control of the cigarmaking industry in that city. Statistics show that there are 350 white men engaged in this work, who receive employment only ten months in the year, while there are some 400 Asiatic cigarmakers who, it is claimed, work overtime a good part of the entire twelve months.

To meet this situation the San Francisco Labor Council and the Cigarmakers' Union are appealing to union men and their friends to demand the label of the Cigarmakers' Union on cigar boxes when purchasing cigars.

It is further stated that the Chinese are paid about one-third the wages paid the union members, and that many of the latter are out of work. On the other hand, the products of the firms employing Chinese labor seem to be on the increase, which in turn creates a demand for additional Chinese.

It is claimed that if a fight is made for the use of the label, 2000 cigarmakers will have work in San Francisco, instead of some 200 organized workmen.

New Building for R. J. Reynolds Tobacco Company

A new steel reinforced concrete factory, to cost in the neighborhood of $100,000, is the latest move of the R. J. Reynolds Tobacco Company, of Winston-Salem, N. C., who already have two factories. The building will be 66 x 191 and will be ten stories high.

The building will have a capacity of 3,400,000 pounds of tobacco and will rise in the rear of the present "Prince Albert" factory. The building will be finished with a veneer of red pressed brick. To make it absolutely fireproof it is said that no lumber whatsoever will be used in its construction.

Indian Motorcycle With "Ramado" Coupons

While the coupon contest of the National Tobacco Products Company on "Ramado" cigarettes has been going only a short time, the interest in it is constantly on the increase and reports from Atlantic City indicate that the ten-cent packings of this brand are making a tremendous hit.

In the States of Delaware, New Jersey and Pennsylvania the manufacturers of "Ramado" are packing a twenty-five-cent certificate of the Independent Profit-Sharing Company in all their ten-cent boxes. The one who turns in the most coupons within a given period will be the winner of a new twin-cylinder Indian motorcycle. The best part of the whole deal is that in any case where the coupons are returned, all those except the winner will be allowed to redeem the same according to the new forty-page catalogue which the coupon company is just issuing.

The motorcycle is being exhibited in the windows of dealers in these three states, and the handsomely arranged display is attracting wide attention. The "Ramado" cigarette has taken well with the public and the contest is doing much to further interest in this rapidly growing brand.

Assets of Carlos, Fernandez & Company Sold

A sum hardly approximating $1000 was realized from the recent sale of the assets of the Manila cigar house of Carlos, Fernandez & Company. Some 8000 cigars of the "Las Palmas" and "Corona Royal" brands were sold for less than two cents each. Lively competition developed in the bidding for the titles, good will and labels of the above brands. Both were bought in by a former salesman of the defunct company. Eighteen thousand sets of labels of the "Corona Royal" brand, together with the good will, etc., went for $310, while the "Las Palmas" brought only $85.

JOHN F. HEILAND & CO.
Lancaster County Fancy B's
LANCASTER, PENNA.

J. K. LEAMAN
Packer of and Dealer in **Leaf Tobacco**
Office and Salesroom
110-112 W. Walnut St., LANCASTER, PA.
Warehouse: Bird-In-Hand, Lancaster Co., Pa.

E. L. NISSLY & SONS
GROWERS AND PACKERS OF
CHOICE CIGAR LEAF TOBACCO
Packing Houses: Lancaster, Florin. Main Office: Florin, Pa.
Critical Buyers always find it a pleasure to look over our samples
Samples cheerfully submitted upon request.

B. F. GOOD & CO.
PACKERS AND DEALERS IN *Leaf Tobacco*
NOS. 49-51 WEST JAMES STREET
LANCASTER, PENNA.

MILTON H. RANCK
Packer and Dealer in
Domestic Leaf Tobacco
Office: Cor. Duke and Chestnut Streets
LANCASTER, PENNA.
Packing Houses: Strasburg and Lancaster

Jacob Bowman & Bro.
Dealers in and Packers of
LEAF TOBACCO
Penna. and Ohio Tobaccos a Specialty
226-230 East Grant Street, Lancaster, Penna.

John F. Nissly & Co.
Packers and Dealers in
LEAF TOBACCO
And Importers of HAVANA
No. 143 Market Street, Lancaster, Pa.

THE YORK TOBACCO CO.
Packers and Jobbers in All Grades of **LEAF TOBACCO**
Office and Warehouse, 15 East Clark Avenue, YORK, PA.
MANUFACTURERS OF CIGAR SCRAP TOBACCO

J. U. FEHR & SON
Packers of Fine Cigar Leaf
Fancy, Lancaster County B's and Tops a Specialty
135-141 Maple Street, Reading, Penna.

Established 1890 Correspondence Solicited
KEYSTONE VARIETY WORKS
HANOVER, PENNA.
Cigar Ribbons, Silk Imitation and Muslinola Ribbon
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Labels. Stock Cards. Give Us a Trial. We Want Your Opinion

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Your whole efficiency make-up will respond right away to the gentle and cheering influence of Tuxedo.

ARTHUR LUCK
Conductor of the Philadelphia Harmonic Orchestra, says:
"Tuxedo is easily my favorite smoke—giving greater fragrance, mildness and coolness than I have found in any other tobacco. Never stings or bites the tongue. Tuxedo doubles my enjoyment of pipe smoking."

WILLIAM COLLIER
Popular comedian, recently starring in "A Little Water on the Side," says:
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A. H. GRIFFITH
Director of Detroit Museum of Art, and Lecturer, says:
"Like Omar I sometimes wonder what the makers of Tuxedo buy, one-half as precious as the stuff they sell. It's the greatest ever."

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Owner and Manager of the Wayne Hotel, Detroit, Mich.; Park Hotel, Hot Springs, Ark., and Park Hotel, Sault Ste. Marie, says:
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Tuxedo
The Perfect Tobacco for Pipe and Cigarette

gives you this moderate and reasonable refreshment because it is primarily a pure, light, mild selection of the highest grades of Kentucky Burley tobacco.

Tuxedo can't bite your tongue. It can't irritate you in any way. There's no drag or sag in it. Simply pleasant, whiffable, aromatic, easy smoking.

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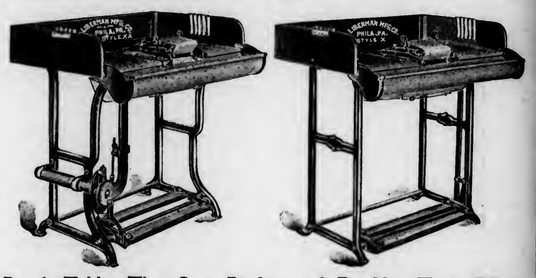

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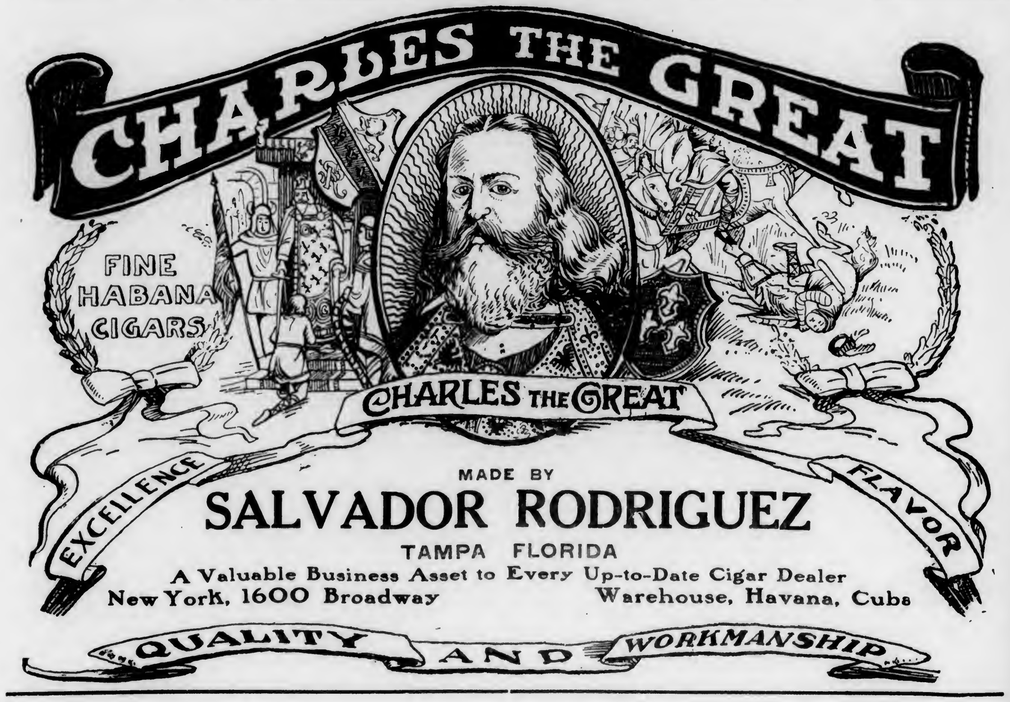

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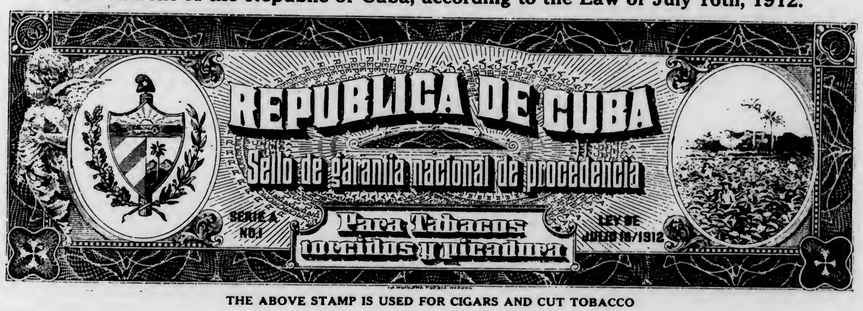

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The
mellowness
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number of smokers

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5¢

Get aboard the Band Wagon

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It's a winner!

Liggett & Myers Tobacco Co.

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FOR FORTY YEARS THE STANDARD
By Which Clear Havana Cigars Are Judged

Write for Open Territory
Factory: Key West, Fla.
New York Office: 203 W. Broadway

10c. GENUINE 15c.
HENRY IRVING HABANA SEGARS

Made in the honest old-fashioned way by

John W. Merriam & Co.
139 Maiden Lane
New York

LIPSCHUTZ'S 44 CIGARS

"44" Cigar Co. Philadelphia

LOVERA
CLEAR HAVANA CIGAR
Made under U. S. Bond by
Jose Lovera Co.
TAMPA, FLA.

BAYUK BROTHERS

FIVE CENT CIGAR
PHILADELPHIA

DIAMOND JOE TRADE MARK CIGAR FACTORY
ESTABLISHED 1860

BEST THAT SKILL, ENERGY AND MONEY CAN PRODUCE
H. FENDRICH, Maker, EVANSVILLE, IND.

5c CIGAR

Maintain Your Efficiency

By Smoking TUXEDO—The Mildest, Pleasantest Tobacco Made

FOLKS are talking physical efficiency in modern business life. The idea is, that modern business keeps a man just about as occupied as the fabled one-armed paperhanger with the hives. And if you want to join in with the Gimp Bros. and travel with the Pep and Ginger crowd, you want to cut out a lot of things that make your day's work go wrong.

Take the item of smoking, for instance. It's much better not only for *you* but for your *job* if you smoke a light, soothing pipe tobacco like Tuxedo. Get a pipe and try Tuxedo awhile. You'll see the difference.

Your whole efficiency make-up will respond right away to the gentle and cheering influence of Tuxedo.

Tuxedo

The Perfect Tobacco for Pipe and Cigarette

gives you this moderate and reasonable refreshment because it is primarily a pure, light, mild selection of the highest grades of Kentucky Burley tobacco.

Tuxedo can't bite your tongue. It can't irritate you in any way. There's no drag or sag in it. Simply pleasant, whiffable, aromatic, easy smoking.

Tuxedo has all these splendid qualities because it is made by the *original* Tuxedo Process of treating Burley leaf. Many other manufacturers have tried to *imitate* the Tuxedo Process—but never succeeded. Hence there is no other tobacco "just as good."

If you've tried the imitations, just try the *original*. At the end of one week you'll find yourself in line with the thousands of famous business men, lawyers, doctors, ministers, singers, athletes, who endorse Tuxedo as the one perfect tobacco.

YOU CAN BUY TUXEDO EVERYWHERE

Convenient Pouch, *innerlined* with moisture-proof paper .. 5c

Famous green-tin, with gold lettering, curved to fit pocket 10c

In Tin Humidors, 40c and 80c

In Glass Humidors, 50c and 90c

ARTHUR LUCK
Conductor of the Philadelphia Harmonic Orchestra, says:
"Tuxedo is easily my favorite smoke—giving greater fragrance, mildness and coolness than I have found in any other tobacco. Never stings or bites the tongue. Tuxedo doubles my enjoyment of pipe smoking."

A. H. GRIFFITH
Director of Detroit Museum of Art, and Lecturer, says:
"Like Omar I sometimes wonder what the makers of Tuxedo buy, one-half as precious as the stuff they sell. It's the greatest ever."

VICTOR P. ARNOLD
Member of the Chicago law firm of Northrup, Arnold & Fairbank, says:
"After a battle in the courtroom, there is nothing like retiring to your private office, sitting back in your chair with your feet on your desk and enjoying a fine smoke of Tuxedo. It is immense!"

WILLIAM COLLIER
Popular comedian, recently starring in "A Little Water on the Side," says:
"My pipe is always Tuxedo-filled. I tried other tobaccos before I discovered Tuxedo. Now there IS no other."

JAMES R. HAYES
Owner and Manager of the Wayne Hotel, Detroit, Mich.; Park Hotel, Hot Springs, Ark., and Park Hotel, Sault Ste. Marie, says:
"Sports afield and afloat appeal to me, but the day would not be wholly enjoyable without the evening pipe of Tuxedo, my favorite smoke."

PATRICK H. O'DONNELL
A prominent lawyer of Chicago, says:
"A canvass of my friends would show that Tuxedo is most popular with them. Many say it is the only pipe tobacco."

REYES DE ESPAÑA

Clear Havana Cigars

Lopez Hermanos
Makers

New York Office:
250 Fourth Ave.

Factory:
Tampa, Fla.

INCREASE YOUR SALES IN 1914

BY STOCKING

"Our Principal"

A Nickel Cigar of Merit

Smokes Well
Sells Well
Pays Well

TRY THIS LINE

"Our Principal" Cigars give the retailer good profits, and the smoker complete satisfaction.

Back of **"Our Principal"** brand stand our principles. We believe in putting honest goods in our cigars, we manufacture under the most sanitary conditions.

More dealers sold our leading brand in 1913 than ever before. We will make a new record in 1914.

Write to-day for terms.

J. W. BRENNEMAN, Manufacturer, Millersville, Pa.

The choice of all "Who Know"

A Cigar with a "Conscience"

ABOVE ALL

BOLD CIGAR 5¢

Never deviates from the highest standard of quality

If you don't know "BOLD" you're not acquainted with the cigar business

BOBROW BROS.
Philadelphia, Pa.

In a Class With the Melons

5c.-Rocky Ford Cigars-5c.

Delicious Flavor
Made at our Newark, N. J. Factories

We also manufacture at our several factories located at Pittsburgh, Pa. the celebrated

[Pittsburgh "FAMOUS" Stogies]

The jobber's biggest asset in the 2 for 5c. line.

Our 2 for 5c. and 3 for 5c. lines of CIGARS and STOGIES are so extensive that space does not permit mentioning

Write for full information and prices

UNION AMERICAN CIGAR COMPANY
28th and Smallman Sts. Pittsburgh, Pa.

G. S. Nicholas & Co.

41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

Graham Courtney

"MILD HAVANA BLEND"

They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company

135 West 42nd Street, New York

GREATEST SUCCESS IN HABANA'S CIGAR HISTORY

ROMEO Y JULIETA

RODRIGUEZ, ARGUELLES & CO.

A Success of Quality

THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD

U. S. Representative: Wm. T. Taylor, 93 Broad St., N.Y.City.

F. RODRIGUEZ Y CA. San Miguel 85, Habana, Cuba.

Manufacturers of the celebrated
"ELITE" Habana Cigars.

MAX SCHATZ
82 Maiden Lane New York

Sole Representative for United States and Canada.

CORRESPONDENCE SOLICITED

JUST THINK-5¢ BUYS A
LA FAMOSA
EQUAL TO ANY MILD 10¢
CIGAR

E. Kleiner & Co., Makers, New York

Fifth Avenue Cigarettes

The Union Made Cigarette of Quality
Bearing Union Label
Ten cents per package of ten. Mouthpiece, Cork Tip, Plain

Live Distributors Wanted

I. B. KRINSKY
207 North 4th Street . . . BROOKLYN

THE
Key West Cigar Factory
Factory No. 413, KEY WEST, FLA.

Office and Salesroom:
43 to 47 W. 33d St., New York

The Standards of America:

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts
Strong, Salt, Sweet and Plain Scotchs

MANUFACTURED BY

GEORGE W. HELME CO., 111 Fifth Ave., New York

HAVANA CUBA CIGARS

Vuelta Abajo "Castaneda"

CARDENAS & CO.

Main Offices and Factory: 102 Galiano Street Havana
London: 114 Grace Church Street
New York: 3 Park Row

DAVE ECHEMENDIA, U. S. Representative

T. J. DUNN & CO.

Makers of

The New Bachelor Cigar

401-405 E. 91st Street, New York

A Needless Expense

The payment of $1.85 per pound duty on your wrapper IS A NEEDLESS EXPENSE IN YOUR BUSINESS when you can obtain wrappers of such *high standard* and *merit* in BURN, QUALITY and YIELD as our

American Sumatra Wrapper

Don't lose valuable time if you want to make your business profitable for 1914.

Our Customers are already convinced. Let us convince you?

American Sumatra Tobacco Co.

131 Water Street, New York

25% CASH SAVING On Your Smoke Bill

NO INSERTS

NO COUPONS

NO COSTLY BOXES

In All the story of Turkish Cigarettes, No ue Like This Before!

Lord Salisbury

100% Pure ish Cigarettes

"The Greatest Cigarette Value In the World!"

A Price Revolution In Turkish Cigarettes!

Think of it! Twenty *100% Pu Turkish* Cigarettes for 15 cents!

And the brand is Lord Salisbur *Famous, high-class* Turkish cigarette that have sold for years at *10 for 10 cen* in the regulation box package.

No Inserts, no Coupons, no costly Boxes — but the popular and inexpensive Foil Package — that's the explanation of this startling, epoch-making value.

25% Cash Saving with every package — and a double quantity of these 100% pure Turkish Cigarettes.

In the New Foil Pack 20 for 15c

THE AMER CO COMPANY

TIGHT BINDING TEXT CUT OFF

MADE IN BOND

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

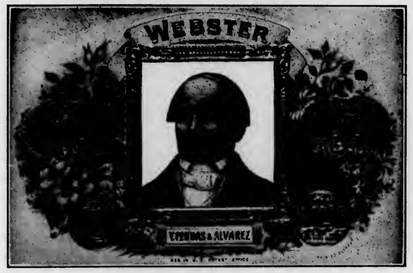
V. Guerra, Diaz & Co., Tampa, Fla.

Established 1867

Our Motto "Quality

Y.PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA.

HAVANA CUBA

T&O COMPANY MAKERS

MISKO

5C. CIGAR
MADE BY HAND---MADE BY MEN
"A Top Notcher"
THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
Offices: 1020 SECOND AVE.
New York City

Fancy Cigar Boxes
made by
Henry H. Sheip Mfg. Co.
Columbia Ave. and 6th St.
PHILADELPHIA

M. MELACHRINO & CO., Inc.

EGYPTIAN CIGARETTES

You Cannot be Mistaken if You Stock the Easiest Sold Cigarettes

M. Melachrino & Co., Inc., are purveyors and supply all the Courts, Embassies, 120 Clubs and 360 Regimental Messes throughout Europe

GRAND DEPOTS OF M. Melachrino & Co., Inc. { London, 8 Regent St., S. W. / Capetown, South Africa } Calcutta, 10 Government Place / Alexandria, Rue Cheriff Pacha } CAIRO, Head Office and Factory / Hamburg, 18-20 Grosse Backerstrasse

AGENCIES IN THE PRINCIPAL CITIES OF THE WORLD PRICE LIST UPON APPLICATION

214-216 WEST 47th STREET, NEW YORK

THE TOBACCO WORLD

Vol. XXXIV. PHILADELPHIA AND NEW YORK, AUGUST 1, 1914. No. 15.

NEW FACTORY LAW ANNOYING TO MANY CIGAR MANUFACTURERS

Firms Face New Obstacle in Making Cigars—More Space Imperative Under New Law—Serious Drawback to Makers of Hand-Made Goods

(Special Dispatch to "The Tobacco World.")

NEW YORK, July 30, 1914.

REFORMERS, it is said, turn the wheels of progress, but the hasty enactment of blanket laws tending toward reforms usually results in working a positive hardship upon many who have no interest in the matter.

At the last session of the Legislature in Albany a new law was put through which was intended to strike at the sweat shop evil, and to this end it seemed a very wise measure and one which should properly be on the statute books. The law provided that each manufacturing establishment in the city of New York should be so classified that a cubic amount of space was to be allotted to each hand employed in the building. This seemed all right on the surface, but as is usual in such matters, the actual operation of the law was not fairly considered, it would seem, and several of the leading New York cigar manufacturers have already felt the oppression of its enforcement.

During the past fortnight inspectors have visited several of the very best equipped factories in the city, and without taking into any consideration the provision for the comfort and safety of the cigarmakers employed, have abitrarily notified manufacturers that only a limited number of cigarmakers could be employed on a floor.

Simon Batt & Company, Inc., who recently occupied the fine building at 469 Broome Street, were among the first manufacturers to run up against this new law.

In speaking of the matter, Mr. Sidney Goldberg, of the firm, stated to a WORLD representative that in their particular case the enforcement of this law will work a grave hardship. As is well known the "La Verdad" factory makes a clear Havana cigar of high grade in competition with all the Southern and Cuban manufactured goods, and the difficulties in the production of these cigars in New York has led the firm on several occasions to seriously consider transferring their plant to Tampa or out of New York City, where they would be certain of obtaining plenty of skilled help, and be able to manufacture with a low rent cost at least.

When they moved to their Broome Street location they fitted up an ideal sanitary factory and leased several floors in the big building at the corner of Greene Street. In laying out their cigarmakers' floors generous provision was made for each cigarmaker's bench, as a matter of fact, considerably more space being allotted to each man, than is found in many factories where space costs but a trifle. The work rooms have very high ceilings, metal roofs, plenty of light, sprinkling system, and two specially large exits on each floor in addition to the fire escapes.

When the factory inspectors arrived to put the new law into effect, all these points were brought to their attention, but they simply went ahead under a mathematical calculation and announced that on one floor, for instance, where

(Continued on Page 20)

CIGAR TRADE PLANNING FOR BIRTH OF "NATIONAL CIGAR DAY"

October 12th Set for Inauguration of Event—Plans Meet With Approval of Entire Industry—Tobacco —Brown and White are Official Colors

NEW YORK, July 29, 1914.

NOW that the big men in the tobacco industry have fallen in line and given their approbation of the idea for a National Cigar Day, every indication points to October 12th as a red letter date on the calendar.

Leaf men, cigar men, jobbers and retailers are rapidly falling in line and preparing for the biggest cigar sales in their history. It should be pointed out that this is a very democratic movement; no one individual or set of individuals is behind the scheme. Everybody is going to get out of it just what they put in it; if they pay no attention to the significance of the inauguration of Cigar Day as a mile stone in the tobacco trade then they will not benefit. But the men who put their shoulders to the wheel, begin to plan for window displays and advertising to attract the consumer, on October 12th will reap the harvest of increased business.

An organization known as the National Cigar Day Association has been formed, and Matthew Berriman, of New York and Tampa, has been named as honorary president, with a list of some seventy-five vice-presidents, including leading cigar manufacturers in all sections of the United States.

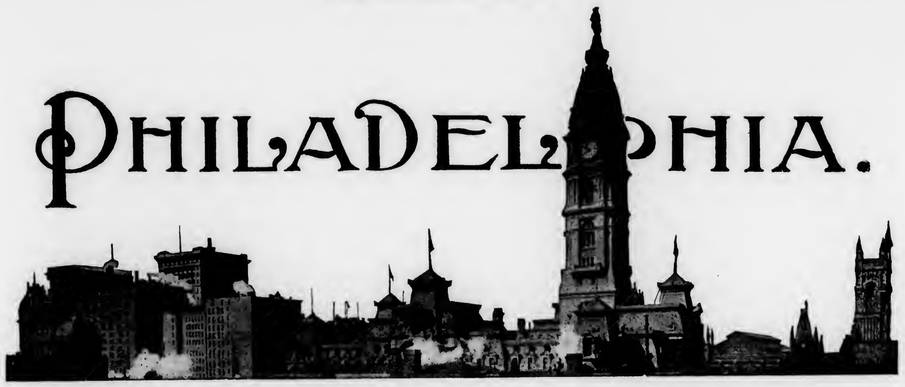
One of the features of National Cigar Day will be the contribution by members of leading fraternal organizations, including Masons, Odd Fellows, Knights of Pythias, Elks and Knights of Columbus, as well as members of the Royal Arcanum and International Typographical Union, of boxes of cigars for the members of these various orders who are in the homes maintained by these fraternities.

Tobacco-brown and white have been adopted as the official colors for National Cigar Day, and on that date these colors are to be displayed, and special window displays made by cigar stores and stands in all sections of the United States and Canada, while public smokers, with addresses by eloquent orators, and appropriate musical and other entertainment will be arranged in many cities.

C. Fred Crosby, 21 Spruce Street, New York, is temporary chairman; Nicholas Ehrlich, 44 Court Street, Brooklyn, N. Y., temporary secretary; Charles A. Bond, 82 Beaver Street, New York, temporary corresponding secretary; Ike Ochs, 1846 Seventh Avenue, New York, temporary treasurer, and Harry M. Konwiser, 1931 Broadway, New York, chairman of committee on publicity.

It is intended to make National Cigar Day an annual event on the calendar, and there is every reason that it will grow in scope and importance from year to year. It is particularly appropriate that the first National Cigar Day should be observed in 1914, as this year several countries in Europe are celebrating the centennial of the introduction of the cigar industry into Europe, although the manufacture of cigars in the United States was begun in a small way some four years earlier, in 1810.

PHILADELPHIA.



Sanchez y Haya "Smokers" Popular

THE Sanchez y Haya Company, which own and operate factory No. 1, Tampa, Fla., are meeting with phenomenal success in marketing their new product, which is known as "Sanchez y Haya Company Havana Smokers," and are retailed for five dollars the hundred.

These "smokers" contain a strictly high-grade Havana tobacco, but because of some slight defect in shape are packed under this name, to meet the demand for a cigar that has the quality, rather than a cigar of perfect shape.

Terry & Duncan, who are distributors for these goods, report a splendid trade among the summer resorts, the business on the higher-priced lines being especially gratifying.

Since the bonding of this factory, to comply with the law which was passed to guarantee the quality of the tobacco in the cigars, business throughout the entire eastern portion of the country has shown a steady increase.

Portuondo Cigars Popular in Alabama

Through the efforts of their Southern salesman, W. E. Gumpert, the J. F. Portuondo Cigar Manufacturing Company, 1110 Sansom Street, Philadelphia, have conducted a successful campaign in the State of Alabama.

The well-known firm of Benish & Meyers, with headquarters at Selma, are distributors for these goods, and have agencies which cover practically the entire State.

The campaign has been so successful that the Portuondo lines have been placed in every section.

Howard Bollstatter & Company Open

Howard Bollstatter, son of the well known Ridge Avenue cigar manufacturer, Charles Bollstatter, under the name of Howard Bollstatter & Company, has recently opened offices in the Watkins Building, 1033 Chestnut Street, for the manufacture and sale of cigars. They expect to manufacture nickel brands for the general trade. The company's factory is located at Hanover, Pa.

"Principe de Gales" Now Bonded

The well-known jobbing house of Dusel, Goodloe & Company are in receipt of some of the new "El Principe de Gales" packing with the made-in-bond stamp.

The label used on the new packing is a departure from the one formerly used, in that it contains a lithographic reproduction of the late King Edward.

The firm state that they have already received some of the new made-in-bond packing in three sizes and that they are having a heavy call with the trade.

Philadelphia Notes

Sidney Cahen, in the interests of E. Regensburg & Son, visited the local market this week, preparatory to joining his family in upper New Jersey for the vacation period.

W. W. Rosebro, of the Morgan Cigar Company, Tampa, closed some attractive business on the "Juan De Fuca" line when in Philadelphia this week.

Steve Herz, who covers the local territory for Bustillo Brothers & Diaz, Tampa, was in Philadelphia last week long enough to write a number of good-sized orders.

J. J. Shea, of Bayuk Bros., has established his family at Ocean Gate, on Barnegat Bay, for the vacation period. Mr. Shea travels back and forth daily.

M. Zander & Son, Oklahoma City, Okla., report encouraging work throughout the State of Oklahoma on "44" cigars, manufactured by the "44" Cigar Company, of Philadelphia, Pa.

In Philadelphia, whenever one hears the name of the Demuth Pipe Company, they immediately associate it with the name of their genial representative, Harry Boston, who was in our midst this week.

Morris D. Neumann, of the firm of Neumann & Mayer, is among the commuters to Atlantic City during the summer season. Mr. Neumann states that he is well pleased with the continued popularity of "Bella Mundo" and that the orders have taxed the factory to its capacity.

Way's Cigars in Continental Hotel

The cigar department of the Continental Hotel, Chestnut Street, east of Ninth Street, are displaying the product of Joseph Way, 1105 Market Street, this city.

The "Peermont" and "Mi Selecto," which are the leading brands of this well-known house, are grouped in an attractive way, while the "Vueltoala," "Rotary" and "El Balto" cigars, of a higher grade, are artistically arranged in their several sizes.

The "Mask and Wig" little cigars, packed ten in a package, are cleverly displayed and receive well-deserved attention.

More Displays On "Robert Burns" Invincibles

The cut herewith shows the new window display that has been run during the past two weeks in the windows of the stores of the M. A. Gunst Company, on the Pacific Coast. The "House of Staples" has been meeting with success on the new "Robert Burns" shape and the attractive window displays that are changed from time to time keep the brand in steady demand at all the stores.

Wherever you find well-dressed windows that are changed regularly business is generally good, whether times are "dull" with the other fellows or not.

Jose Lovera Offers Prizes for Cigar Day

In order to stimulate the idea of Cigar Day and to help bring forth interest in the celebration of the same, the Jose Lovera Company has offered twenty-nine prizes, aggregating five hundred dollars, to those dealers arranging the most meritorious window displays. The only condition is that the windows must feature some advertising of the Lovera "Banderos."

The contest is open to every one, everywhere. The contest begins August 12th and ends October 12th. Displays to be eligible for prizes must be within that period. Photographs of displays will be accepted in the contest up to October 31st. The display may be made as soon after August 12th as desired. As soon as it is photographed a proof should be sent to the Jose Lovera Company.

The decisions will be made on December 1st. The judges will be the window trimmers of three of New York's great department stores.

The prizes are: first, one hundred dollars; second, seventy-five dollars; third, fifty dollars; fourth, twenty-five dollars. There are twenty-five prizes of ten dollars each for those displays in the standings between the fourth and twenty-ninth places.

J. M. Diaz Home from Abroad

President Jose M. Diaz, of the Preferred Havana Tobacco Company, reached home from his European trip on the 18th ult., bringing with him a splendid line of orders on their various brands, but more particularly for "Edens," which have had a most enviable reputation all over Europe for many years.

Mr. Diaz is optimistic as to the outlook for the cigar business, notwithstanding present conditions, and says that their factories are easily outstripping all records of last year.

The "Henry the Fourth" brand of the Bustillo Bros. & Diaz branch of the Preferred Company have just been taken on by the new New York jobbing house of A. H. Hillman Tobacco Company and will be one of the leaders of this concern's business.

Bayuk Brothers Salesmen Busy

Bayuk Brothers Company have closed their books on a very successful July, the sale of "Havana Ribbons" for that period showing a generous percentage of increase over July, 1913.

They report business throughout the different territories to be in an active condition, while a large percentage of the jobbing accounts have placed standing orders for regular weekly shipments to take care of fall business.

A. G. Bucher has left his home in Lewisburg, Pa., where he was on a short vacation, and has returned to his Iowa territory and expects to reach headquarters at Omaha about August 2nd.

D. S. Achenbach, Pennsylvania and New York representative, visited headquarters this week and felt immensely pleased over his new connection at Rochester, N. Y., Messrs. Foley, Wolf, Kinney Company, and of whom he expects a large increase in "Ribbon" distribution.

E. C. Bolm, Missouri and Kansas representative, has just completed a very successful sales campaign in favor of the Stickney-Hoelscher Cigar Company, of St. Louis, who have control of the "Ribbons" for that territory.

C. W. McFarland, Wisconsin and Minnesota representative, has just closed a deal whereby Messrs. Knell & Prengle, of Milwaukee, will feature "Ribbons." Mr. McFarland begins an active campaign in their favor on August 3rd.

W. H. Yochem, Coast representative, is on a trip through the Northwest and has sent the factory some nice orders from his different jobbers throughout that section.

Elliot Opens Well With "Optimos"

Frank B. Elliot, who forsook the cigarette field to enter the cigar end, is making a record for himself on his first trip with samples of "Optimos," made in bond by A. Santaella & Company, Tampa.

Mr. Elliot has established his headquarters at Rochester, N. Y., and will devote much attention to New York State trade, but in addition he will handle all the trade east of Pittsburgh.

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ESTABLISHED 1881

PUBLISHED ON THE 1ST AND 15TH OF EACH MONTH BY

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J. LAWTON KENDRICK, Treasurer

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J. LAWTON KENDRICK ..... Managing Editor
HOBART BISHOP HANKINS ..... Advertising Manager

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CLEVELAND LOS ANGELES SEATTLE
ST. LOUIS NEW ORLEANS BALTIMORE
HAVANA, CUBA, OFFICE—NEPTUNO 24, Altos, CARLOS M. WINTZER
Representative

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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RAWLINS D. BEST, Covington, Ky. ..... Secretary-Treasurer
GEO. E. GILLILAND, Wash. ..... Assistant Secretary

It is doubtful if the nickel cigar manufacturers in any other city suffer to a greater extent from box stuffing than do those of Philadelphia. For years this nefarious practice has been a menace to the prosperity of the unbanded cigar; it has gone along unchecked until now it flourishes to an alarming degree.

Catching the Box Stuffers

The law in this matter makes it difficult to secure acceptable evidence, and as a result very little is done to put a stop to it. If circumstantial evidence was allowed to have any bearing whatsoever it might be that there would be less box stuffing done.

We stopped in a store the other morning just after the shop had opened. The proprietor stood outside while a small boy was behind the counter dusting. We asked for a certain unbanded nickel brand. The boy pulled up the lid of the box on the counter and as it contained only one cigar, he reached under the counter and pulled out another box. *The lid was loose, there was no nail in it, the box was full, and there were half a dozen fly specks on the label on the inside of the lid.*

There are a hundred stores in this city that sell standard thirty-five dollar cigars *eight for a quarter*. Even with a discount they cannot sell them at that price at a profit. The conclusion is obvious.

One New York firm has served notice that they are going to do all in their power to assist in the prosecution of dealers who refill boxes on their brands. This is a step in the right direction. If the Philadelphia manufacturers would band themselves together for such a common end they would find a sudden increase in their sales in a very short time.

* * *

Now that the cigar and tobacco manufacturers generally have taken an interest in the movement for a National Cigar Day and have set the date this year for October 12th, it should be the desire of the entire trade to make this birthday a tremendous success.

National Cigar Day

By stimulating the sales on that day, trade will be built up for other days. A little extra effort, a new window display, some fresh stock and some catchy placards will go a long way toward brightening the business of many a small dealer.

The retail tobacconist with a small store, away from the center of city life, has too long been content to see the business that belongs to him go into the brightly furnished and well-kept store of some downtown merchant. Cigar Day is his opportunity to introduce some of his old friends to a new store; that is, new in appearance, fresh in stock, and neat and cleanly. If the spirit moves the proprietor to break the traditions of years and make a new window display, and to clean up generally, the chances are that on Cigar Day the customers will find a new man behind the counter; that is, new in spirit. Cigar Day will be a day of opportunity for many. Will you let it be a day of wasted opportunities for you?

* * *

Whether it be good or whether it be bad, the reformers can always find a flaw to pick at. They have railed at everything under the sun, and it is no wonder that the worm is beginning to turn. The English Suffragettes were for a long time the recipients of much sympathy and admiration, and probably would have moved much faster toward their goal if they had continued to be worthy of respect. Not getting along fast enough, however, they became militant, and as far as England is concerned, have brought the whole movement into contempt.

How Long, O Lord, How Long?

We have had militant reformers in America from time to time, but their fires quickly consumed them. However, there is left a certain class with apparently no other occupation than to harry and pick at anything that may bring them displeasure.

They threaten laws, get some passed and spend tremendous sums of money in publicity campaigns. Down in Georgia they want a law passed to prohibit both the cigarette and the cigarette paper in the State. It is high time that the American people awakened to a sense of some of their fundamental rights. We are continually passing laws, and they generally do but little good, perhaps curtailing the evil aimed at, but on the other hand working a hardship for those it was never intended for. So much for investigators and reformers. We ask, "How long, O Lord, how long?"

Corner Store Chat

THIS is a bad year for American championships and if we do not look out 1914 will go down in history as the year in which the Old Eagle lost every one of his tail feathers.

Our polo cup is back on British shores; Monsieur Jack Johnson, of France, has defeated a brawny son of Pittsburgh in pugilism; our golfers all took a tumble in England and now the long distance smoking championship which has been held for months in South Bend, Ind., has been snatched away from us by a worthy German, Herr Henz, of Sachsenhausen, and this is how it happened.

At a congress of South German smokers at Frankfort, a special trophy, consisting of a silver eagle on a red and white ribbon, was offered to the smoker who took the longest time to turn a Mexican cigar into gray white ash without letting it go out once. The competition began at 11 o'clock, and very nearly 200 persons contested for the award. By 12 o'clock only twenty were in the running—the rest had regretfully finished their "weeds" or had laid them at rest in the ash tray for too long.

The rivals dropped out rapidly, and by 1 o'clock only one smoker was left—Herr Henz, a Sachsenhausen business man, who actually puffed away in peace until he had to throw his diminutive cigar stump away 2 hours 46 minutes and 17 seconds after he had set light to it. Herr Henz has therefore been proclaimed smoker laureate.

It will be noted specially that Herr Henz smoked a Mexican cigar.

* * *

I was amused, and also received some valuable information recently while standing in a well-known cigar store on the Boardwalk in Atlantic City.

A well dressed, prosperous looking individual entered this store and asked for some cigars, "something," said he, "that is not all bands and fancy work."

As trade at that particular moment was not unusually brisk, my friend back of the counter, who knows the cigar business from the setting out of the plant to the finished cigar, asked his customer if he had a few minutes to spare for an explanation as to why the greater number of cigar manufacturers placed an attractive band upon practically all their high-priced cigars.

"Oh, yes," said the customer, "I know all about that, it's cheaper to buy bands and put them on the cigars, than it is to put in a higher grade of filler, or a higher quality binder or wrapper."

"My friend," said the proprietor, "if you are willing to give me ten minutes of your time, I think I can demonstrate clearly and to your entire satisfaction that such is not the case, in fact, quite the contrary thought actuates the manufacturer in placing a band upon those cigars, and whether banded or not, the price to you would be the same."

"Well, I will admit, that some of the banded cigars I buy are really good cigars, while others taste more like the proverbial cabbage, and I would be glad to have you give me the reason why this is so."

"Well, in the first place, the banded cigar makes a direct appeal to the eye of the smoker, and as most men who smoke banded cigars, especially of the higher grade, pay the higher prices because their flavor and quality appeals to them, the manufacturers seek to band their cigars in such a manner that their brands can be at once identified, regardless of where purchased."

"While it must be borne in mind that the amount expended for these bands reaches a considerable sum in the course of a year, the cost of an individual band forms but a very minute item of expense. A number of the larger factories believe this method to be good advertising and accordingly charge these items to that department of their business."

The customer was visibly impressed by this straightforward argument and before leaving thanked the dealer that he had taken the pains to correct an impression that had become deep seated, and that in future he would look for a certain band on his cigars, which suited him.

* * *

Much has been said both for and against the cigar, but that its effect on the human being is wholesome at times is illustrated by an incident of the siege of Paris, which I recently related.

The story-teller insisted that cigars were introduced into Paris by Spanish officers who had attached themselves to Joseph Bonaparte during the siege of Paris by the allied armies.

He said that a historian had noted during the siege that when the strain was tense and men's tempers were set on hair triggers, it was noticed that those who smoked the queer rolls of tobacco were much more tranquil than those who did not. This fact was brought to the attention of the French Government, and upon verification the police were promptly ordered to seize the available supply and to distribute the cigars among the officers of the army. It is said that the effect was all that could have been desired.

* * *

A friend of mine who has been reading "Police Work From Within," related an amusing tale to me which appeared in the book, regarding Charles Peace, the celebrated burglar:

Peace once went into a chemist's shop smoking a choice cigar, which he had burgled in a recent "exploit."

The chemist, noticing the aroma of the cigar, remarked: "That's a nice cigar you're smoking. Where did you get it?" Peace promptly replied: "I stole it." At this the chemist laughed and said: "I wish you would steal some as good for me." Again Peace promptly replied: "I will." Shortly after he again secured some good cigars upon the occasion of one of his nocturnal jobs, several of which he took to the chemist in question. As he handed them to him he remarked: "There you are—I stole them for you."

THE ONLOOKER.

Charles Maerz Dead

READING, PA.

CHARLES MAERZ, one of this city's well known residents, and a former cigar manufacturer, died from the effects of a bronchial affection, in a private hospital in Philadelphia, on July 17th, aged seventy-three years.

Mr. Maerz was born in Frankfort-on-the-Main, Germany, and came to this country when twenty-four years of age. He first located in New York. In 1887 he came to this city as general superintendent of Glazer, Frame & Company's large cigar factory on Spruce Street near Tenth.

Mr. Maerz was one of the most expert cigarmakers known to the trade, and not a detail escaped his attention. This resulted in an excellent product. For years it was his ambition to go into business for himself, and his wish was realized. He started on a small scale and increased his business. In 1893 he built and operated the large cigar manufactory at Tenth and Cherry Streets. While in business at this place his output won distinction as among the best in the eastern part of the State. His various brands were widely known. He resided at 18 South Tenth Street.

He retired from active business four years ago. A short time ago a throat affection began to trouble him and he became an inmate of the private hospital, where everything was done to restore his health.

Deceased is survived by his widow, Mary (nee Parker), and the following children: Bertha N., wife of William B. Tindel, New York; Lottie B., wife of William J. Goodman; Otealia L., wife of Samuel J. Davies, all of this city. Four grandchildren remain.

An initial shipment of "Garcia & Vega" Havana cigars, in seven sizes, were recently received by Woolley & Company, 906 Third Avenue, Seattle, Wash.

Incorporations

Terre Haute Cigar Sales Company, Terre Haute. Capital, $10,000. Cigar business. Directors are George A. Gagg, Chas. H. Filbeck, Arthur A. Fuller.

Sordello Cigar Company, Chicago. Capital, $15,000. Incorporators are L. B. Drell, H. L. Rosenberg and Joseph A. Rosenberg.

Oracle Tobacco Company, San Diego, Cal. For the purpose of manufacturing cigars and cigarettes. Capital stock, $25,000; par value $10 per share. The incorporators are Hans Kohler, Paul W. Weber, John T. Dawson, L. Redlick and Dempster McKee.

Irving Smoke Shop, Waterloo, Ia. Retailing and wholesaling cigars, cigarettes, tobacco and similar products. Capital stock, $25,000, with the privilege of increasing to $100,000. The incorporators are A. A. Stitz and J. J. De Jaeger.

La Flor de Cuba Tobacco Company, Chicago, Ill. Capital, $5000. Cigars, cigarettes and tobacco. The incorporators are John Rudak, Frank S. Koranck and Frank Grabinski.

O'Dell Cigar Company, Louisville, Ky. Capital, $3300. The incorporators are William E. Kremer, Floyd O'Dell and Walter E. Huffaker.

Cherokee Cigar Company, Bartlesville, Okla. Capital stock, $25,000. The incorporators are R. S. Bradley, G. R. McKinley and J. C. Hartman.

NEW FACTORY LAW ANNOYING TO MANY CIGAR MANUFACTURERS

(Continued from page 15.)

one hundred and fifteen cigarmakers could be comfortably situated, that in future S. Batt & Company would only be allowed to work sixty hands. "It simply means," said Mr. Goldberg, "that we must lease more floors to conduct our business, and further increase our rent account."

P. Pohalski & Company, who operate the "First Consul" factory at 466 Broome Street, have encountered the same treatment under the new law, and although their factory is also one of the most sanitary and roomy in New York City, their working space has been cut down over thirty per cent. without any apparent redress.

Where the New York factories are operating machines, this new measure does not make a great amount of difference, but it seems to be a very serious proposition with the manufacturers of hand-made goods, and one that requires attention if this branch of the industry is to be fostered in New York City.

KNICKERBOCKER.

Hornell Tobacco Company in Bankruptcy

Clyde G. Abernathy and Sherman B. Wescott, both of Hornell, N. Y., filed voluntary petitions in bankruptcy, Thursday morning, July 30th, in Buffalo, N. Y., both individually and as co-partners, under the firm name of the Hornell Tobacco Company. As a firm their liabilities were scheduled at $1,956.23, with no assets, while individually Mr. Abernathy claims to have liabilities of $1,113.23, with assets of $1200, represented by shares in the Hornell Tobacco and Candy Company. Mr. Wescott has personal liabilities, amounting to $1100, with sixteen shares of stock in the Hornell Tobacco and Candy Company, which he valued at $1600, but which, owing to the following petition which also was filed admitting the insolvency of the above-named company, will in all probability become of less value. The second petition was filed by Mr. Abernathy as vice-president of the Hornell Tobacco and Candy Company, having been so directed by the stockholders and directors of the company upon their learning the insolvent condition of the concern. Sherman B. Wescott is also a stockholder in this concern. Their liabilities are scheduled at $1,435.93, with assets of $1,348.08, providing all claims can be collected.

Brooklyn Association Attacks Edwin Company

President Nicholas Ehrlich, of the Retail Cigar Dealers' Association of Brooklyn, is after the Edwin Cigar Company, of New York, on account of its recently announced agency plan.

Mr. Ehrlich states that the association has appealed to the Federal authorities to look into the matter, asking that proceedings be brought under the provisions of the Sherman act. He further alleges that representatives of the Edwin Cigar Company went to certain retailers in Brooklyn and threatened, unless they took up the Edwin proposition, to open rival stores in close proximity.

Max Rosenblum, head of the Edwin Cigar Company, stated that they would welcome a full investigation of their methods and in view of the fact that this company have announced that they could not place any more agencies for several months it would appear that they are not so anxious as it might seem to get into Brooklyn stores.

GEORGIA LEGISLATURE AIMS TO KEEP OUT BOTH CIGARETTES AND CIGARETTE PAPERS

Proposed Legislation Opposed to Public Policy—Has Good Chance of Becoming a Law—Where is the End of the Rampant Reformers?

THE latest instance of the craze for regulating everything and everybody is the appearance in the Georgia Legislature, now in session at Atlanta, of a bill to prohibit the sale of cigarettes or cigarette papers in the State. It has been favorably reported by a committee to the Senate and it is said that there is some danger of its passage.

This proposed legislation is clearly opposed to public policy. It is simply an unwarranted infringement of personal rights and a curtailment of the degree of free agency to which every man is naturally entitled. It is the sort of law which, being essentially non-enforceable on the one hand and on the other creative of anger and a spirit of opposition, brings all law into hatred and contempt. It is, further, a stage in the progress of a movement which causes grave misgivings and fears among the judicious.

The law is unenforceable under present conditions because it cannot avail to prevent all who care enough from getting supplies of their favorite form of smoke medium from without the State. Even were this impossible, a new contraband trade in cigarettes and papers would immediately spring up at exorbitant prices and naturally finding its patrons among the only individuals to whom cigarettes are harmful, the so-called cigarette fiends, to whom life without the indulgence is a lengthened pain.

Thus the net result would be that thousands of men would be deprived of an innocent pleasure and would be moved to a certain degree of hostility to and resentment of law and government, not in order that a few degenerates should be deprived of their "poison," but in order that these latter should be compelled to get it outside the law and so with added circumstances of depravity. The case is by no means on all fours with the traffic in habit forming drugs, now the subject of another somewhat excessive "crusade." The difference is that whereas no normal person is addicted to the use of drugs, cigarette smoking within healthy limits is the harmless habit of millions of people all over the world, including probably two-thirds of the adult male population of Georgia.

As one prohibition after another is proposed with more or less excuse in theoretic benefit to individuals or the public, one wonders where the craze is to stop. There is hardly any form of pleasure which has not its crew of rampant censors and comminators—motoring, the dance, the theatre, flirtation, drugs, alcohol, kissing, eating meat, cigarettes, the use of tobacco in any form—all these and perhaps a dozen others we do not call to mind are today the subject of agitations calling for prohibition by law on moral or hygienic grounds or both. Where is this to end? Are the people of America to be tied up presently in a tangle of worse than Chinese paternalism? Are individual mind and will and conscience to give way altogether to a paternalism, half ecclesiastic, half governmental, all fussy and fatuous and regardless of the plain lessons of experience?

A good time and place to draw the line seems to be now and in the State of Georgia. This captious, vexatious, futile, impossible law for the prohibition of cigarettes and cigarette papers should be killed unborn.

M. A. GUNST & COMPANY GIVE TRADE WARNING AGAINST BOX STUFFERS

Promise to Assist Government in Prosecuting — Open Letters Sent to Dealers—Evil Flourishes in Most Cities

NEW YORK, July 29, 1914.

DESPITE the strict regulations regarding the refilling and stuffing of cigar boxes it is an admitted fact that this contemptible business flourishes in practically every city from the Atlantic to the Pacific. Occasionally a case is heard where a dealer is being prosecuted for refilling boxes; for the most part the manufacturers are more disposed to suffer from this evil than to rise in their strength and gird themselves for the battle. As a result of the little interest shown in prosecuting unscrupulous dealers they have become more bold and practically every unbanded nickel cigar with a national or local reputation suffers from this nefarious practice.

However, M. A. Gunst & Company, determined to put an end to the misrepresentation of their goods, have issued a letter to the trade stating that the authorities will receive every assistance from them in the enforcement of that section of the internal revenue laws which prohibits the refilling of boxes and re-using the stamps thereon or the removing of the contents of cigar boxes without destroying the stamps.

The letter of M. A. Gunst & Company follows:

NEW YORK, July 27, 1914.

TO THE TRADE:

All dealers are warned, according to the internal revenue laws of the United States, that it is illegal to refill cigar boxes, to re-use the stamps thereon or to remove the contents of the boxes without destroying the stamp. Violators of this regulation are subject to a heavy penalty by the United States Government. We shall assist the Government, so far as it is within our power, to prosecute any one found refilling or re-using boxes of any of our brands. These include the "Owl," "Little Bobbie" and "Bank Note."

Yours very truly,

M. A. GUNST & CO., INC.

$10,000 Allowed Lawyers In Burley Suit

Judge F. M. Tracey, in the Kenton Circuit Court at Covington, has handed down an order in the case of E. B. Stansifer and others against Clarence LeBus and others, in which he holds that attorneys representing the defendants in the recent Burley Tobacco trials are entitled to recover fees amounting to $10,000. Some time ago Attorneys J. L. Vest, J. G. Tomlin and William A. Byrne, who represented the defendants in the big suit, asked the court for an allowance of $15,000 as fees. This was opposed by the Burley Tobacco Company, which was represented here at a hearing last week by Judge E. C. O'Rear and Attorney R. C. Simmons, and who disclaimed liability for payment of said fees, but, after the courts held that the company was liable, contended that a fee not larger than that paid to the plaintiff's attorneys, amounting to $5800, should be paid to the claimants.

The judgment also allows Walter J. Loomis, one of the commissioners appointed to hold the election, $1850, and J. M. Rankin, one of the officers of the company, $1500, subject to a credit of $1200 paid by the Burley Tobacco Company as salary. Exceptions to the entire opinion are made by both parties, and an appeal granted to the Court of Appeals.

New Selling Plant for Ohio Growers

Declaring that the National Cigar Leaf Growers' Union and the Growers' Sales Company, its selling agency, and the National Farmers' Tobacco Company, with the latter of which he has been officially connected since its formation two years ago, have outlived their usefulness and are not properly serving as adequate co-operative selling agencies for tobacco growers, Frank Zuckerman, of Dayton, O., says he will market tobacco on another basis.

He will endeavor to arrange with tobacco growers of the Miami Valley to take over their product, handle it for them in warehouses and sell it on a commission basis. He says he desires to do more than a mere commission business in that he proposes to handle the tobacco for the growers after it is cut, give it the needed warehouse treatment, pack it and sell it.

Zuckerman several years ago was field man for the Cigar Leaf Growers' Union, but later helped to organize the National Farmers' Tobacco Company, with headquarters in Miamisburg. This company had about a dozen warehouses or receiving stations in towns throughout the valley where the tobacco of growers was placed for disposal. These warehouses, Zuckerman says, have been given up and the company to all practical purposes "is out of commission."

Former Well-Known Tobacco Man Again Enters Trade

After an absence of two years, during which time he was engaged in other capacities, C. U. Patton, Indianapolis, Ind., well known to the trade throughout the Middle West, has again entered the field, and assumes the role of sole distributor in Indianapolis territory of the products of Yocum Bros., Reading, Pa. Mr. Patton will open for business shortly in the Century Building on South Pennsylvania Street. He will be remembered as having been the senior member of the firm of Patton Bros., who at one time were rated the largest cigar distributors in the State, in addition to having the reputation of being ranked among the largest of the Middle West.

Plans War on Cigarettes

Miss Lucy Page Gaston, head of the anti-cigarette workers, is going after the Michigan Legislature when it next convenes, backed by all the volunteers she can recruit in every city of the State. Michigan is one of four States in which Miss Gaston expects to wage a war on "paper pipes," the others being Illinois, Indiana and Ohio. In each city Miss Gaston plans to have a "committee of 100," composed of prominent adults, and a marching club of several thousand children. The first meeting here was held at the First Presbyterian Church.

Ferris & Grady, Minneapolis, Minn., are exploiting extensively Boltz, Clymer & Company's "El Palencia" (made in bond).

John Conway, a member of the firm of Henry L. Conway & Bro., wholesale tobacconists, Rochester, N. Y., and who died July 16th, left an estate of $83,000, $75,000 of which is real estate, and $8000 personal property.

"Spanish Americans" to the number of 10,000 were recently ordered from Boltz, Clymer & Company by Stark & Hawkins, Toledo, O. The "Spanish American" is a new brand.

Decision on Philippine Tobacco Products

A decision of interest to travelers has recently been issued by the Treasury Department in reference to the amount of tobacco products that may be brought in from the Philippines free of duty. The circular reads as follows:

> "Customs officers are authorized to deliver free of duty and internal revenue tax fifty cigars or cheroots or three hundred cigarettes brought in by passengers arriving in the United States direct from the Philippine Islands, and to deliver all cigars, cheroots, or cigarettes manufactured in those islands in excess of the number given above and brought in by passengers arriving direct therefrom, if the same are in proper packages, each containing the number of cigars, cheroots, or cigarettes which the law provides shall be packed therein, and stamped with an internal revenue stamp of the proper denomination, and the stamp canceled, but without regard to the minimum number (three thousand) which may be regularly (imported) brought into this country in a single package."

"Softa," the New Persian Cigarette

The Vali Cigarette Company, with offices at 78 Fifth Avenue, New York, has recently put out to the trade one of their latest productions, "Softa," a Persian cigarette. They retail to the trade at ten cents the package of ten.

It is claimed for these cigarettes that they are of exceptional quality and that they easily hold their place among some of the more widely advertised brands.

The "Softa" cigarette is certainly good value for the money, and any who are so fortunate as to have sampled the brand we think will agree. The Vali Cigarette Company has been building up the business of the "Softa" brand simply by getting the retailer behind it and securing the incomparable advertising of the satisfied consumer.

Massachusetts After Miniature Flag Distributors

A Massachusetts law prohibits the use of the American flag for advertising purposes. Recently the salesmen and samplers of a well-known tobacco company, while engaged in the small towns near Boston in putting out a special deal involving the distribution of miniature United States flags with certain brands of cigarettes, struck this snag. Vigilant New England authorities, mindful of the old law, visited the dealers in the small towns and forbade them to put the flags out.

But the tobacco company was not to be denied, and within twenty-four hours after the ban was on, crews supplied with flags of all nations except the United States visited the dealers and substituted them in the deal, for the forbidden Stars and Stripes.

"Foremost," a nickel proposition manufactured by Jeitles & Blumenthal, has been taken on by Louis Friedman, St. Louis.

Special Notice

As we have been overwhelmed with applications for Edwin agencies, both by thousands of letters which we are unable to answer, and by persons who have spent railroad fare to come to New York to interview us, we wish to announce that we will be unable to appoint any more Edwin agencies for at least two months. We have had to reject hundreds of applications owing to the fact that our plant will not supply more than we have so far accepted.

New York, July 16, 1914.

THE EDWIN CIGAR COMPANY.

(Advt.)

C. Contopoulo's Removal

CONTOPOULO, the Turkish tobacco dealer and cigarette manufacturer who has been located at 26 Park Row for some years with C. Drucklieb, has leased the store floor at 35 Warren Street, and when alterations are completed, which will be about September 1st, will remove to that location.

It is Mr. Contopoulo's intention to bring out two new brands of his own make of Turkish cigarettes. His first grade will be a twenty-cent package, to be known as "Leptons," which is the Turkish word for "refined," and he will also bring out a popular-priced package at the same time.

Boultby & Colby, who have also been located at 26 Park Row and who have long specialized in private brands and monogram goods, will also remove to the Warren Street store, where their business will be conducted along the same lines but in a wider scope.

Appraisal of Kraussman Estate Made Public

Relative to the recent appraisal of the estate of the late Edward A. Kraussman, of the well-known New York-Havana tobacco importing house, a net value of $107,875 is placed on the estate, the principal property being the leaf tobacco business at 168 Water Street. This, including the good-will, is valued at $101,930. The remainder of the estate consists of real estate equities and bonds of the Benevolent and Protective Order of Elks, valued at $530.

"Murias" Made in Bond

The factory of the Havana-American Company, which makes the "Flor de Murias," one of the featured brands in the United Cigar Stores, has been put in bond under the recently enacted law, and samples of the new goods in all sizes are shortly to be placed on sale all over the country.

This is an important move on the part of the company and should go further than ever in popularizing this widely known brand.

Herbert Drucklieb Off For Europe

Mr. Herbert Drucklieb, second vice-president of the Cado Company, Inc., sailed for Europe on the "Kronprincessin Cecelia" Tuesday, July 28th.

He will spend most of his time, until Christmas, in Cavalla and Turkey looking over the tobaccos which have been bought down there by the Cado Company, Inc., to be used in their cigarettes, "Fifty-Six" and "Cado."

Services for Benno Neuberger

Accompanied by his daughter, Miss Florence Neuberger, and his brother-in-law, Mr. Mayer, the body of the late Benno Neuberger, head of E. Rosenwald & Bro., arrived on the steamship "Vaterland" during the past week, the funeral taking place at Temple Emanuel, New York City, July 31st, the same being largely attended by those connected with the trade. So poorly has been the health of Mrs. Neuberger that it was deemed best for her to remain in Europe, where she is in the care of her son, Harry. Neuberger.

Airtight Wrapper for "Fifty-Six" Package

THE Cado Company, Inc., makers of the well-known "Fifty-Six" and "Cado" cigarettes, announce that in keeping with their up-to-date methods the "Fifty-Six" packing will shortly be marketed in a transparent, airtight wrapper, thus preserving the delicate white cover and handsomely embossed words, "Fifty-Six." In addition to keeping the package clean it will also do much to keep the cigarettes in perfect condition and to preserve the delicate fragrance of the excellent Turkish tobacco for which the "Fifty-Six" brand has become famous.

This innovation on the part of the Cado Company, Inc., shows that they are at all times awake and ready to take advantage of any possible opportunity to improve their products and to give further benefit to their patrons and customers.

B. F. Alexander Back From Havana

B. F. Alexander is back again in New York after a two-weeks' stay in Havana, where he made arrangements to take care of the European representation of Fernandez & Garcia, in addition to his representation of that firm in the United States and Canada. Mr. Alexander as now planned will make two trips a year to Europe until such time as his work in that territory shall have been thoroughly systematized. He will leave for Europe in the early part of September for the purpose of establishing headquarters. During his absence the interests of Fernandez & Garcia will be in charge of Richard Davis.

"Fifth Avenue" Cigarettes Going Well

D. Levin, the well-known salesman of the cigarette manufacturing firm of I. B. Krinsky, has been meeting with success in placing "Fifth Avenue" cigarettes in Chicago and Milwaukee. He has recently returned to the factory and brought with him a number of large orders on this brand.

Morris Krinsky has recently left the city on a four-weeks' tour and will visit Albany, Rochester, Buffalo, Toledo, Cincinnati, Cleveland, Chicago, Milwaukee, St. Louis and South Bend. He has sent in a number of orders on the new Krinsky brand, "Cosmos." These cigarettes seem to be meeting with favor wherever placed.

Henry Esberg Off on Trip

Henry Esberg, of the United Cigar Manufacturing Company, will leave New York next Monday for a two-months' trip through the Middle West to look over the field in general and outline plans for a further distribution of his company's product. Mr. Esberg will be accompanied by two merchandise experts, and they will make a careful survey and study of all the markets which the company feel should yield more than they do at present.

E. P. Mesthene, head of the firm of E. P. Mesthene & Company, whose headquarters are at 19 South Williams Street, New York, sailed for the Levant on the "Argentina" on July 22nd. His firm have a large Turkish tobacco plantation and are large exporters to this country.

Getting Best Results from Clerks

THE most successful cigar dealers are those who are able to bring about the best in their clerks.

The dealer who can inspire his clerks to do their best, to feel his enthusiasm, to actually like their work for the game itself, and knows it, works at a tremendous advantage.

All dealers do not have the power, but most can develop it to a profitable extent.

The following suggestions are taken from a talk which the writer had recently with a well-known Cincinnati cigar dealer who is one of the most successful in the country:

1. Post your clerks on the talking points of your goods. Just use the common sense method of explaining the merits of the various brands. Let them know who makes the brands, where they are made, the different kinds of tobacco that go in them, how long they have been in business, and all about them; the clerks can't know too much about the cigar business; they think they know it all when they can place their hand on the different brands in the cases. Take the clerks into your confidence; let them feel they are a part of your business. You would be greatly surprised at the excellence of the ideas brought out by clerks when they take an interest in your business. They come to believe that they really have a big part in your store, which is true; so big a part, in reality, that your success largely depends upon it.

2. Be fair to your clerks. Listen to them kindly and keep your temper. Don't be unreasonable. There are always two sides to a question; but, of course, respectfully maintain your dignity as head of the business.

3. Study your clerks. Learn their strong as well as more noticeable weak points, encourage them, show them you are of the same kind of flesh and blood they are and have a sincere interest in their interests.

4. Be frank with your clerks. It is a splendid idea to have a little meeting occasionally at which time you can solicit their suggestions, tell them that you are willing to do the right thing in the way of wages as they show results and the business warrants it. Let them know there are opportunities in the retail cigar business; that their success now means greater success later on, if not in the cigar business, then in some other line. Don't let them work mechanically.

5. Use your clerks. The average merchant, for fear that no one can do a thing quite as well as he, is losing a good chance. Set your clerks in spare time to checking up prices, comparing catalogue prices, keeping part of the books, trimming windows, planning a sale, etc.

It is altogether true that you cannot inspire your clerks unless you yourself are inspired. You have to create your own atmosphere in your own store.

You will be money ahead if you take time to cultivate your clerks.

AL U. THORNBURG.

Pollack's Crown Stogies Oversold

Henry G. Polson, New York representative for the Pollack Crown Stogie factory of Wheeling, W. Va., says that they have been doing a rushing business this year on the firmly established product, the business for the first seven months showing over double as compared with last year's figures, and with orders on hand now which it will take fully four weeks to fill.

Since the death of her father, the late Augustus Pollack, the management of this factory has been directly in the hands of Miss Augusta Pollack, daughter of the founder, and Miss Pollack has proven her ability as probably the only woman cigar manufacturer in the United States beyond a peradventure.

Trade Comment

E. R. Lincoln, of P. Pohalski & Company, is away this week on a little vacation preparatory to making his long Western trip upon which he will start about August 5th.

Among the recent visitors to the Schatz Importation Company, Indianapolis, was P. Verplanck, of P. Verplanck & Company, who stopped off in the interests of "El Genio" and "Severin" cigars.

Charles D. Altschai, who conducted the largest cigar store in Winnetka, Ill., filed a petition in bankruptcy last week, owing $11,356, with only $350 worth of assets to meet his debts.

Mosley's cigar factory, Memphis, Tenn., has re-opened at 163 South Main Street, and has taken on quite a large force of men who are being kept busy on "Mosley's Little Havanas" and other brands.

W. G. Greenebaum and B. E. d'Arcambal, of the P. Lorillard Tobacco Company and Peter Hauptman Tobacco Company, respectively, recently spent two weeks in Arkansas territory boosting the "Muriel."

Chas. Boyd is numbered among the latest acquisitions to the list of "Charles Denby" boosters, and will look after the brand in Indianapolis territory. Before associating himself with Mr. Fendrich, Mr. Boyd was connected with the Compeer Cigar Company, Indianapolis.

E. A. Saunders Sons' Company, Richmond, Va., distributors for the greater portion of Virginia on the "Cinco," Otto Eisenlohr & Bros., Philadelphia, Pa., report big business in their territory on this brand. They state that the growth on this cigar during the first six months of 1914 has been amazing, breaking all records.

"Coat of Arms" is the name of a new cigarette retailing at twenty-five cents which is announced by the S. Anargyros branch of the P. Lorillard Tobacco Company. The new cigarette goes to the trade at $18.50 per thousand and is packed in cartons of one hundred, mixed cork and plain.

"Six Days," a mild five-cent brand, is being pushed heavily by the Straus Cigar Company, of Richmond, Va., quite a good deal of street car advertising being used in the campaign. This company states there is splendid business on "Savarona," the noted Cayey-Caguas brand, and "Webster," manufactured by Y. Pendas & Alvarez.

Gus Balfour, of the cigar stand of the Woodruff House, Watertown, N. Y., states that a splendid business is being done on "Bachia" cigars, manufactured by R. A. Bachia & Company, New York. Mr. Balfour does a good business in his territory, supplying various resorts of the Thousand Islands with imported brands.

David Lynch, of the Havana-American Company, in cooperation with the J. B. Moos Company, recently spent some time among the retail trade of Louisville, Ky., on behalf of "El Principe de Gales" and "La Preferencias," about one hundred new accounts having been opened on the latter brand. Mr. Lynch states that there is an increasing demand for "La Preferencia" in this territory.

TAMPA TIPS

"Norma Martinez" Cigars in Heavy Demand — E. J. Stachelberg Purchases Fine Leaf—Cuesta-Rey Move Into New Factory

TAMPA, July 27, 1914.

SO great is the influx of orders on "Norma Martinez," manufactured by J. M. Martinez & Company, that it seems impossible to set any stock aside to be used against future demands.

John M. Carlisle, who looks after the Gainesville district for the Liggett & Myers Tobacco Company, recently spent a few days in the city.

Jose Lovera is sojourning at Indian Springs, Ga., and plans to spend several weeks there.

Jose Lozano, of F. Lozano, Son & Company, is back again in Tampa, and will devote a goodly portion of his time to the local plant.

Concerning his recent trip to Havana, where he purchased a splendid crop of tobacco, E. J. Stachelberg, vice-president and general manager of Sanchez & Haya Company, stated that the crop was first class and that he expected a good business for all factories from now on until the coming New Year. Mr. Stachelberg succeeded in selling "Sanchez & Haya" cigars to no less than six firms, among them being the Ingleterra Hotel, the Miramar Hotel, Plaza Hotel and Cosmopolitan Restaurant. "It seems like 'carrying coals to Newcastle,'" said Mr. Stachelberg, "to sell Tampa cigars in Havana, but there is no reason why the thousands of Americans visiting Havana annually should not have the privilege of buying high grade cigars there." Mr. Stachelberg is now enroute on a ten days' there" Mr. Stachelberg is now en route on a ten days' selling trip which embraces Chicago, St. Louis, Cleveland, Philadelphia, New York and other points.

August first has been set as the date when Cuesta, Rey & Company will occupy the new addition to their factory.

Quite encouraging are the reports received from V. Guerra, Diaz & Company, who state that their factory is being kept busy.

PERFECTO.

Two Cigar Factories to be Consolidated

J. Hanson, of Eugene, Ore., who has conducted the Eugene cigar factory, has recently purchased the Potts factory operated by Hemes Bros. The latter will be consolidated with the Eugene cigar factory and operated under that name.

Buys Out Tobacco Business

Albert E. Fowler, well known tobacconist of Newburyport, Mass., has recently concluded the purchase of the cigar and confectionery business of the late Daniel Balch. The Balch store, at the corner of Merrimac Street and Bridge Road, will be continued by Mr. Fowler, who has secured James O'Brien to operate the stand.

Purchases Cigar Store

Ralph E. Waite, a salesman for the cigar firm of Tinkham Bros. for many years, has recently purchased the Weeks cigar store in Jamestown, N. Y. Mr. Waite travelled for nine years, and is well and favorably known in Jamestown.

CLEAN UP IN CHICAGO "RED LIGHT" CAFES WILL CAUSE LOSSES IN CIGAR TRADE

Upwards of 100,000 High Grade Cigars in One Cafe—Closing of Saloons Will Bring Losses to Jobbers —"Chicago Dry Committee" to Ease Up for a Year

CHICAGO, ILL., July 27, 1914.

TWO events of general interest in this city will have a particular effect on the tobacco trade; one is most unfavorable, while the other will cause the cigar manufacturers and jobbers to breathe a sigh of relief.

The "clean-up" ordered in the "Red Light" district is striking a heavy blow to the cigar trade, but for the good of the city it is high time that these vicious places were closed.

The Chicago Dry Committee has announced that it will make no further effort to close up the saloons for another year. This of course is favorable, for it is needless to say that the closing of the saloons would give the cigar business in this city a body blow.

The murder of a policeman and the wounding of five others in a shooting affray which took place in the tenderloin district has precipitated a sweeping investigation that means the passing of the red light cafes from this city, once and for all. These places, while certainly to be condemned as most vicious places, none the less sold thousands upon thousands of dollars worth of high grade cigars every year, and were the stamping ground of persons who came to "see the city."

To get some idea of the extent of the cigar business among these places, it might be mentioned that an invoice of the stock of Roy Jones, who ran the "Jones Buffet," put out of business by a former investigation, showed the presence of one hundred thousand high grade cigars of various brands, for which, no doubt, a number of local jobbers and distributors are more or less stuck. Nevertheless, when these places were going good, they paid their bills promptly, and were considered as good as old wheat by most of the cigar men who sold them.

One by one they have been passing, and the present investigation, which is directed at the notorious "Freiberg's" for the most part, will just about clean them out. The passing of these places, however healthy for the public morals, will mean a distinct loss for the cigar trade. The other news event is the decision reached the other day by the Chicago Dry Committee to make no more efforts to put the city dry for another year. Five years ago the notion of Chicago ever going dry was received in most quarters with a knowing smile. Not so today, however. The temperance forces have demonstrated that they mean business and that they can and will, some day, put Chicago on the dry map. Needless to say, the passing of the seven thousand saloons of this city would be a hard blow to the cigar trade, regardless of the fact that some of the leading men in the business declare that just as many cigars as ever would be sold from drug stores and other places.

Taking the small town as an example, it has not thus worked out. When the saloons have been put out of business a distinct slump has occurred in the cigar business in every case. The Chicago Dry Committee, which is making the fight against the saloons, is a sort of federation, with representatives from all the local temperance and reform societies, as well as all the churches in the city. The announcement that they intend to wait for another year before making any more aggressive moves is received with pleasure by the cigar men no less than the liquor dealers.

G. W. W.

Chicago

Vacations Help Summer Box Trade—Best & Russell Pushing "Sanchez y Haya" Brand—Albert Breitung on Visit to Germany—Local Leaf Men Optimistic

CHICAGO, ILL., July 27, 1914.

CONVERSATION with the leading cigar and tobacco men of the city over the condition of business during the past two weeks has established the fact that the situation meets the satisfaction of most of them. However, this is not the season when big things are expected. The jobbers move along holding their own and oiling up the internal workings of the machinery for the strenuous campaign this fall. The manufacturers are getting cigars made and packed, so that they will be ready for the rush when it comes.

One of the things which held up the cigar trade is the large business which many of the dealers, especially those in the down-town district, have done in vacation cigars. It has long been the custom in Chicago for members of an office force to see that no one of their number departs on his vacation without a good box of cigars tucked away in the corner of his suit case. This box is usually bought with the fruits of a collection which is taken among the members on the spur of the moment, and of course the cigar stand in the office of the building or just around the corner gets the business. The aggregate of this business reaches some flattering figures. One dealer at a good stand on Michigan Avenue told the writer that he had been selling no less than ten boxes a day of vacation cigars, all good brands. Many of the dealers advertise vacation cigars to a heavy extent, by putting displays in their show windows or tacking signs inside the store.

Sprague, Warner & Company, the largest wholesale grocery house in the United States, which is located in Chicago, has placed a new cigar on the market known as the "Subway" cigar, which is certainly the largest five cent smoke the writer ever saw. It is one of the rough hewn variety, and smokes well. The company is backing the new cigar with a heavy advertising campaign, and the initial sales have been strong. A special sales force is covering the city, and the brand is now seen in almost all the stores where there is a chance for it to thrive.

A change of importance to all manufacturers of this city took place last week when Rivers McNeill took the place of John C. Ames as collector of customs for this district. The new incumbent of the office comes with the best reputation for efficiency and fairness. Cigar manufacturers hope that he will prove as satisfactory to them as Mr. Ames, who held the office for such a long period and was personally acquainted with many of them. Mr. McNeill is a Chicago man.

Arthur Berlitzheimer, formerly of Fromherz & Berlitzheimer, who left the cigar business some weeks ago to engage in the funiture supply business, is now fully in charge as manager of the Radmanol Chemical Products Company. Mr. Berlitzheimer has long had an interest in this company which is backed by S. Karpen Bros. & Company, the large furniture firm.

The Best & Russell Company has started a vigorous advertising campaign on "Sanchez y Haya" and "Owl" cigars, the first being a ten cent and the second a five cent seller. The company is using bill boards and show windows of dealers. Some very fine window displays have been made in the windows of leading cigar and drug stores.

The announcement was made last week that the Ruhstrat-Cowley Company, agents for "Don Antonio," would soon take on another brand to be known as the "De Soto," manufactured by H. Anton Bock & Company. This will make a valuable addition to the line carried by this firm of distributors.

"Condax" cigarettes are proving most popular sellers at the White Sox Ball Park, where the boys when talking business never fail to mention the name "Condax" for some mysterious reason, probably known to E. H. Ahern, cigarette and tobacco department manager of the J. & B. Moos Company, local distributors. Mr. Ahern says that the new package is proving a winner, both in the straw and cork tips.

N. W. Swanson, who has represented the P. Lorillard Company in the loop district on cigarettes for a number of years, has resigned his position to accept a place with A. Saphiro & Company, local manufacturers of cigarettes. He will have city territory.

A. E. Ariel has accepted a position as Western representative for Arnold Tietig & Son, of Cincinnati. Mr. Ariel at once started on a long trip through Western territory, which will include Minneapolis, St. Paul, Denver, San Francisco, Portland, Seattle, Los Angeles and other cities along that route. He will feature the entire line of the company, with particular emphasis on the "Joy" cigar, which is the best seller of the company in tin cans.

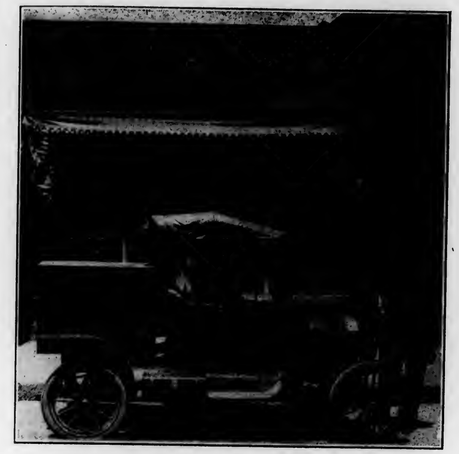
Albert Breitung, genial proprietor of a number of loop cigar stores, is now in Germany, according to his last letter to the boys at the store in the Monadnock Building. He is no doubt greatly interested in the present war agitation, and his friends are not a little concerned that in the enthusiasm of the hour he may grab a saber and gallop to the front at the head of a regiment or two to hand a bunch or two of real American trouble to some of the powers which are making bellicose signs at the "Vaterland."

Local leaf houses, when asked what they thought about the present business situation were most optimistic. While business has been none too good during the summer, they all believe that the fall is destined to show something better.

"I believe that all the leaf houses will do a large business with the manufacturers in the rural district," said one prominent leaf man, "owing to the remarkable success of the crops this year. This always makes business better. I think I can notice that collections are already much better, which I take to be due to the influence of the crops. Then again, I understand that the railroads are soon to get the increased freight rates which they have asked. Some of the leaf men are opposed to this, but for my part I hope that it comes soon, as I am certain that it will make business better at once. The railroads have simply stopped all expansion until they get what they have asked along this line. To my notion the public has been mauling the railroads enough. I believe in justice for all, and I think the carriers are entitled to some consideration regardless of their crimes. Like many other business men I think they are entitled to an increase in freight rates, owing to the fact that the cost of operation has advanced tremendously during the past few years while the freight rates have remained the same."

From the north side comes the word that Alexander Word, 186 North Clark Street, will soon move into a new location, which is, however, just one door south of where he has been located for the past twenty years. The place which Mr. Word will occupy is to be placed in correct shape to house a first class cigar store, which means considerable remodeling and redecoration.

G. W. W.



"Reynaldo" Cigars Delight Los Angeles Smokers

"Reynaldo" cigars, manufactured by Luckett, Luchs & Lipscomb, of this city, are making rapid progress in all the territories where they have been placed.

In Los Angeles the "Reynaldo" is a prime favorite. Mr. Luckett, of the firm, has recently visited Los Angeles and introduced the new "Sunset" size of "Reynaldo."

The Mussatti-Boggio Cigar Company distribute this brand and report that they are more than pleased with the results. The little runabout shown in the cut herewith carries the message of "Reynaldo" cigars wherever it goes.

Cigar Dealers Appeal to Department of Justice

WASHINGTON, D. C., July 28, 1914.

Yesterday a delegation of retail cigar merchants from New York, Brooklyn and Newark paid a visit to the Department of Justice and lodged a complaint with G. Carroll Tood, special assistant to Attorney-General McReynolds, against the Edwin Cigar Stores Company, operating a chain of stores in the above-named cities.

The complaint alleges that the Edwin Cigar Stores Company is selling products below cost in order to drive out competition; that it threatens independent dealers who do not trade with it; that the above-named company is in violation of the Sherman anti-trust law.

It is further alleged in the complaint that the Edwin Cigar Stores Company is a part of the Metropolitan Tobacco Company.

The Department of Justice has been investigating the Metropolitan Tobacco Company and it is stated that if it develops that the Edwin Cigar Stores Company is really in any way connected with it suit will be entered in order to bring about its dissolution.

CAPITOL.

"Imperial Smoke Shop" Open in Rutland

Peter Peterson, of Rutland, Vt., who has manufactured cigars for a number of years and also sold cigars in the city, has removed to West Street, and today opened his store as the "Imperial Smoke Shop." The fixtures are up to date and the brands are of a grade and quality to please the most exacting customer.

Boosting "City Club"

A crew of boosters of the Burley Tobacco Company, Louisville, Ky., recently swooped down upon Cincinnati, where there started in on a month's work boosting "City Club" smoking, and "On the Square" chewing tobaccos. Cards are being distributed which the retailers will honor with a full-sized ten-cent tin of "City Club" upon presentation with the signature and address of the bearer. D. H. Elder is in charge of the crew.

Syracuse Manufacturer Shows Growth

Five years ago J. B. Harrison, a manufacturer of cigars on West Onondaga Street, Syracuse, N. Y., was employing but one dozen men, but so rapidly has his business grown as the result of uniformity of manufacture via good workmanship, that over one hundred hands are now needed to take care of manufacture. The leading brands of Mr. Harrison at the present time are the "Syracuse City," a ten-cent brand, and "Usona" and "55," both nickel brands, the latter having proved a big winner throughout this part of the country. Mr. Harrison has quite a big trade in Ogdensburg and Watertown and up in Northern New York. It is his intention to shortly open a branch office in Utica, N. Y.

Western Grocery Company Establishes Agency

The Western Grocery Company of Marshalltown, Ia., has recently established a cigar agency in Minneapolis and will distribute their brands for the adjacent territory from that point. Charles Osterstock, assistant manager of the Albert Lea branch, has been placed in temporary charge of the new agency.

C. Contopaulo Leases New Quarters

George R. Read & Company have recently leased the store, basement and sub-basement at 35 Warren Street to C. Contopaulo, an importer of Turkish tobacco and manufacturer of cigarettes, now on Park Place. The store has been vacant for two years and has been held at a rental of $7000 per annum. The new lease is for a long term.

Willis Andruss With "Charles Denby"

Willis Andruss, identified for many years with the Surbrug Company, and who has represented the Cado Company, Inc., on the "Fifty Six" for a year or more in the Middle West, announces that September 1st will witness his alliance with the well-known firm of H. Fendrich, Evansville, Ind. Mr. Andruss will devote his attention to the "Charles Denby" and will include in his territory a portion of Iowa and Missouri, travelling as far West as Salt Lake City and as far South as Texas. Kansas City will be the headquarters of Mr. Andruss.

WANTS FAIR DEAL ON TOBACCO RATES

E. J. Stachelberg Says Cigar Manufacturers Are Imposed Upon—Steamship Company's Manager Refutes Statement

TAMPA, July 27, 1914.

CONCERNING the tobacco rates from Cuba, given by the Peninsular and Occidental Steamship Company, to Tampa cigar manufacturers, it is the opinion of E. J. Stachelberg, vice-president and general manager of Sanchez & Haya, that the manufacturers are not receiving a fair deal. Mr. Stachelberg feels that the matter should be taken up with the Interstate Commerce Commission. He also is very strongly in favor of a direct steamship line from Tampa to Havana instead of Port Tampa, and states that such a line would pay well.

"Illustrating the manner in which the cigar manufacturers are imposed upon by the P. & O. people," said Mr. Stachelberg, "tobacco shipped from Havana was for years 'lightered' to the steamships. For this a charge of fifteen cents a bale was made. The P. & O. boats now dock at the Havana wharves, making lighterage unnecessary, but the lighterage charge still remains in effect. The freight charge of the line for tobacco is fifty cents a bale, I understand, but the trimmings attached run it up to the neighborhood of sixty-five cents a bale. The line could handle tobacco at thirty cents a bale and still make money out of the business. Why should the cigar manufacturers have this thirty-five cents extra tacked on them? The cigar manufacturers should take the matter up with the Interstate Commerce Commission without delay."

Regarding direct line from Tampa to Havana, Mr. Stachelberg said:

"Why should Tampans sleep on the project of having a steamship line direct to Havana? Why should we receive all our Cuban shipments by way of Port Tampa? With our deep water and magnificent harbor facilities, the present state of affairs seems absurd to me. It is but another case of the manufacturers and business men of Tampa sleeping on their rights and failing to realize on their natural advantages. In both passenger and freight departments the P. & O. Line has been paying magnificent profits for years, and any business man who will study the conditions, which are annually improving, will realize that an independent line, running direct from Tampa to Havana, would prove a paying investment. I studied the various phases of this question several years ago, with a view to inaugurating a direct line from Tampa, and know whereof I speak."

Concerning tobacco rates from Cuba, J. W. Morris, local manager of the Peninsular and Occidental Line, refutes the same, and says that the statement of Mr. Stachelberg was made before he had thoroughly investigated whereof he spoke.

In regard to direct line of steamships from Tampa to Havana, Mr. Morris states that at the present time circumstances are not propitious, but feels that the line will be established eventually.

Gadsden County's Enormous Crop

Report from Gadsden County, Quincy, Fla., states that the estimated value of the tobacco crop will reach the enormous amount of three million dollars. Some of the firms have already begun entering the tobacco in the packing houses, and it is said that deliveries will begin shortly. Just so soon as the delivery of the tobacco has been accomplished at least a dozen packing houses with their hundreds of laborers will open up in full blast, which will mean a weekly pay-roll in the neighborhood of five thousand dollars.

Judge Brown Starts War on Cigarettes

President Judge Charles L. Brown, of the Municipal Court of this city, has asked the aid of Mayor Blankenburg, the police department, the board of education and the heads of various scholastic institutions to aid in curbing the alarming growth of the cigarette evil among boys.

In letters to the mayor and others Judge Brown has pointed out the drastic penalties in the act passed at the last session of the legislature, which not only makes the dealers selling cigarettes to minors subject to heavy fines, but provides a five-day term in jail for any minor having cigarettes in his possession who refuses to tell where he obtained them when asked by any police officer, constable, Juvenile Court officer, truant officer or school teacher.

With the aid of all these persons in bringing the information to the Juvenile Court, Judge Brown declares that a relentless war will be waged against cigarette smoking by minors. He has arranged for the Juvenile Court to take original jurisdiction of such cases, have the warrants sworn out and proceedings taken directly against the offenders, so that teachers and other informants will be given as little trouble as possible. With the facts in the possession of the court, the judges and their staff will do the rest.

Judge Brown urges that the city authorities have printed placards pointing out the penalties of the law. Each violation of the act by dealers means a fine of from $100 to $300, and Judge Brown believes that if they were assured this law would be rigidly enforced there would soon be a universal observance of it.

United Cigar Store Agencies Prosper

Some idea of the possibilities of the agency idea adopted by United Cigar Stores Company may be gleaned from the fact that so far the average weekly business of the dealer selected as an agent has been double what it was before he displayed a "United" sign.

Dealers throughout the country have quickly learned of the increased sales under the United regime, and applications for the privilege of displaying a "United" sign and selling United "closed" brands are coming in in great number.

Care is exercised in selection of the agencies, and the United insists that agents shall display their goods in United fashion.

The agent agrees to buy his goods directly from the United. This applies to all lines whether "open" or "closed" brands. Because of the lower prices at which the United can buy "open" brands from the manufacturers in bulk, this means an actual saving in cost on "open" brands for the dealers. This is one of the reasons for the favorable reception of the proposition.

Agencies so far started have been near New York City, but as the demand for agencies is increasing, it is probable that the country will be divided into districts. The agency field, even if no attempt is made to go outside of the United States, is almost unlimited. There are 600,000 cigar stores in this country.

Good Business on "Muriel"

Report received from the Hjalmar Boedtker Tobacco Company, Syracuse, N. Y., is to the effect that an amazing business is being done by them on the Rothschild size of the "Muriel," ten-cent broadleaf wrapped Havana filled brand. In addition to its local distribution the company has the agency for the cigar in Onondaga, Madison, Oswego and Jefferson Counties, in which good business also is being done on the "Muriel." During the past year over four hundred thousand "Muriels" were sold in the four counties combined.

What "Thank You" Means

A MAN entered a cigar store. All the clerks were busy. While he waited he watched the clerks. He noticed that each concluded a sale by saying "Thank you."

Presently his turn came. He bought a cigar and the man behind the counter said "Thank you."

The customer lit his cigar and asked: "Don't you get tired saying 'Thank you'?" "No," replied the clerk.

"How many times a day do you say it?" The clerk smiled. "Well, this is a very busy corner, and I guess I wait on an average of four hundred people a day. I say 'Thank you' to every one."

The customer shook his head. "That's going some," he said. "I can't imagine saying 'Thank you' four hundred times a day."

The man behind the counter smiled. "I guess you would if four hundred people did favors for you. Look at it this way: My employers judge my ability as a salesman by the quantity and quality of my work. Therefore I aim to sell as much as possible. Every man who buys from me helps to make a better showing. So I express my appreciation by thanking him. In turn he appreciates my 'Thank you' and comes back. You see, a customer comes in but once a day and hears my 'Thank you' but once. It is a little courtesy, but it is appreciated. That's the reason it doesn't tire me to say 'Thank you' four hundred times a day. It's a pleasure because it brings satisfaction both sides."

The customer nodded in appreciation. "That's a point of view I never realized," he said. "Thank you for pointing it out."

"You're welcome," said the clerk, "come in again."

"New Bachelors" in Demand

In a recent statement to the trade, Theodore Werner, president of T. J. Dunn & Company, manufacturers of the noted "New Bachelor," states that so insistent has the demand been for this brand that orders for at least three million were awaiting fulfilment. "We are very busy," said Mr. Werner, "which is all the more gratifying in view of the fact that during the same period in 1913 orders were coming in to a much lesser extent."

Seachrist & Mumma Purchase Disputed Tobacco

Sixty cases of tobacco, the same in bulk, were recently sold at auction by John K. Wissler, acting as auctioneer for the Lancaster Storage Company, Lancaster, Pa., the price obtained being $532, the purchasers being Seachrist & Mumma. The tobacco had been consigned by the Hoffman Leaf Tobacco Company, of Marietta, Pa., to the Enterprise Cigar Company, Red Lion, Pa., via the Pennsylvania Railroad. A dispute having arisen, neither the consignor nor the consignee would accept the tobacco, making it necessary for the railroad company to place the tobacco in storage.

Cigar Salesman Dies from Auto Accident

A. J. Fretz, thirty-six years old, of Ferndale, Pa., died in the Jewish Hospital early Thursday from a fracture of his skull. He was struck by a Reading train Wednesday afternoon at Southampton, Bucks County, while driving an automobile over a grade crossing. His companion, Samuel Barlow, twenty-seven years old, of 185 North Main Street, Doylestown, is in a critical condition from a like injury at the same hospital.

The men were cigar salesmen employed by A. J. Dunn, of Easton. At Southampton crossing a high embankment hid the approaching train, and they drove on the tracks directly in front of it.

Trade Jottings

The Henry Straus Company, Cincinnati, O., have taken on the "Blackstone" perfectos.

H. W. Moering, Milwaukee, Wis., have taken on the "Bold" cigar, Bobrow Bros., Philadelphia, Pa.

E. L. Nissly, of E. L. Nissly & Sons, is back again in Lancaster after a recent trip to Chicago and Cincinnati.

"El Palencia," "Sanchez & Haya" and "Optimos" are the leading clear Havana lines of the Grant Drug Company, Richmond, Va.

The "Vafiadis" cigarette, ten for twenty-five cents, was recently placed on the market in St. Paul, Minn., by the Liggett & Myers Tobacco Company.

Report comes from the factory of Wertheimer Bros., Baltimore, that there is a continuous demand for their well known "El Dallo," the orders coming in from salesmen indicating that 1914 will be a banner season.

Report from the Commercial Club, St. Paul, Minn., is to the effect that "La Venga" and "Jan Kubelik" cigars are in the lead while "El Firma" and "Aquilas" are close seconds. J. B. Foley is in charge of the cigar department.

J. D. Willard, who recently succeeded L. H. Lewin at Salt Lake City, Utah, as local representative of the R. J. Reynolds Tobacco Company, is hard at work pushing "Prince Albert."

Cliff Zorn, until recently connected with S. Frieder & Sons, Cincinnati, has identified himself with L. Neuberger & Bro., of the same city, acting in the capacity of city salesman.

Satisfactory orders on "Sight Draft" cigars are being received by A. S. Goodrich & Company, Milwaukee, Wis. Many windows throughout the city are exploiting this brand, helping along the local advertising campaign now under way in Milwaukee.

Good business is reported by the Lewis & Whitaker Cigar Company at their store recently opened on Main Street, Salt Lake City. "La Megas" and "Valentines" are having the call in the higher priced goods, while in nickel brands "Broadwalls," "John Ruskin" and "Mansfield" are the order of the day.

The Coraza Cigar Company, Milwaukee, Wis., is now located on the third floor of the Kopmeier Building, having found it necessary to increase its quarters. The change gives this company three thousand square feet of additional floor space. The Coraza Company was formerly located on the second floor of the same building.

The Western Grocery Company, operating in various sections of the Middle West, recently opened another branch in Minneapolis, Minn., the new location being on Fourth Street, directly across from the Winston-Harper-Fisher Company's building. Harvey Zimmerman, formerly connected with Samuel I. Davis & Company, is connected with the new branch and will cover territory on "San Felice" and "El Verso."

The Death of James E. Nichols

JAMES E. NICHOLS, widely known in the commercial life of the West Side of Manhattan and for many years the head of the firm of Austin, Nichols & Company, died on the 21st of heart failure, at Marienbad, Austria. Mr. Nichols was looked upon as the nestor of the West Side business section of the city and his death came as a great shock to the general trade.

In the development of the commercial life of the West Side of Manhattan no man was better known than Mr. Nichols, his interests extending into important banking as well as commercial enterprises. For a great many years he was actively identified with the upbuilding of the Irving National Bank. At his death he was a director and vice-president of the Irving. He was also a director in Austin, Nichols & Company, Inc., Broadway Trust Company, Fidelity Trust Company, Merchants' Refrigerating Company, Childs Company and a member of the New York Athletic, Arkwright and Camp Fire Clubs.

Mr. Nichols was born in Meredith, Belknap County, New Hampshire, April 25, 1845, and came to New York in 1868 as representative and agent of the F. A. & J. Sawyer and the Franklin Woolen Mills of New Hampshire. At the close of 1878 with others he organized the firm of Austin, Nichols & Company, which succeeded to the wholesale grocery business established by Fitts & Austin, continuing as the senior partner until 1909, when he retired, the business being continued as a corporation.

Mr. Nichols is survived by his widow, Mrs. Lizzie Griggs Nichols, whom he married in 1878. Her father was Joseph W. Griggs, for many years general passenger agent for the Boston & Albany Railroad, and prominent in railroad circles as the originator of the clearing house system of railroad tickets.

Mr. Nichols' death, it is understood, will not interfere in any way with any of the interests with which Mr. Nichols was connected.

Leopold Leeuw

Leopold Leeuw, a son of the founder of the tobacco store of Salomon & Leeuw and a member of that firm, died on July 19th at his home in Hartford, Conn. Mr. Leeuw's illness dated back to March 25, 1913, when he suffered a stroke of apoplexy. His condition became worse and Bright's disease was the immediate cause of his death. Mr. Leeuw was fifty-four years old.

Mr. Leeuw became prominently identified with the I. O. O. F. in 1881. He passed rapidly through the chairs and became a grand master. Up to the time of his death Mr. Leeuw maintained an active interest in the affairs of the lodge.

Thomas L. Reynolds

Thomas L. Reynolds, ninety-seven years old and a widely known tobacconist of Franklin County, died at the Lewis-Gale Hospital, in Roanoke, N. C., on July 21st. His death was the result of a bad fall which produced injuries that together with his advanced age made recovery impossible.

The deceased is survived by six children, twenty-four grandchildren and fourteen great-grandchildren.

Death Claims Emilio Pons

EMILIO PONS, a pioneer cigar manufacturer and one of the oldest residents of Tampa, succumbed to the ravages of pleurisy on July 18th, after a three-months' struggle against the disease.

Mr. Pons was a native of Cuba and was fifty-six years old. He was born in Bayama, Cuba. He leaves a widow and two children, Emilio, aged fifteen years, and Carmen, aged twelve. He is also survived by his mother, and a brother, both of Havana.

Mr. Pons had identified himself with the manufacture of cigars and the leaf tobacco business all his life. When a young boy he learned to make cigars in Havana, and for several years he worked at that trade in various factories on the island. Soon after the cigar trade was born in Tampa he came to this city. That was about twenty-five years ago. He associated himself with Candido Ybor, in the making of cigars in this city. They conducted a factory for several years together, but when Mr. Ybor died the business was dissolved.

Later he was connected with the Ybor-Manrara Company, being the manager of that firm for a couple of years, but when the firm was sold to the Havana-American Company Mr. Pons resigned to go into the business with S. R. Morey, the firm being known as Morey & Pons. They manufactured cigars for several years, but four years ago this factory was sold out to another cigar firm.

At the time of his death Senor Pons was superintendent and treasurer of the Tampa-Cuba Cigar Company, and also conducted a leaf tobacco house, the latter being one of the largest of its kind in the state, known as Emilio Pons & Company.

At one time he was active in politics in Tampa, being a member of the city council from the Fourth Ward. He was for Tampa always and was one of the most prominent tobacco experts in the business. Many men who are engaged in the trade in this city have stated that there is no other man in the industry in Cuba or any other part of the world who knew more about the making of cigars than Mr. Pons. He was of a genial disposition and made many warm friends and admirers.

The following gentlemen acted as pallbearers: D. B. McKay, Ralph M. Ybor, Salvador Ybor, W. F. Stovall, E. Berger, Major R. Cabrera, Perry G. Wall, M. W. Carruth, Melville Gibbons, J. Mack Towne, and Senor Rey.

Around the casket which held the remains of Senor Pons was wrapped a Cuban flag, this being done by Cuban Consul Ralph Ybor, as he was also a soldier in the Cuban war with Spain, known as the "Ten Years' War." He was wounded once in an engagement, and carried the bullet with him to the grave.

William H. Cook

William H. Cook, for many years a member of the leaf tobacco firm of Server, Cook & Gager, later Cook & Wilson, died on the 28th after an illness of many months, at his apartments in the Belgravia. He was seventy years old.

Mr. Cook was an ardent collector of rare books and was considered to have one of the finest libraries in the city. He had been a member of the Union League since the '70s.

Richard G. Hudson

Richard G. Hudson, a retired tobacco merchant, died recently at his home, 799 Quincy Street, Brooklyn. He was born in New York City seventy-eight years ago and had lived the greater part of his life in Baltimore and Brooklyn.

The deceased is survived by a wife and two daughters.

John Gilmore

John Gilmore, the well-known Philadelphia wine merchant and distributor of Y. Pendas & Alvarez "Farragut" cigars, died within the past week, aged eighty-four years.

RETAIL RINKLES

Catchy Schemes Used Successfully By Thinking Men To Improve, Enlarge and Popularize Their Business . . .

Making Money Out of the Vacation Season

In the territory east of the Ohio River, there are comparatively few women who have adopted the retail cigar business as their principal occupation, yet one wide awake member of the feminine sex seized upon a suggestion that put many dollars into her till since the vacation period started.

The dwelling part of this woman's store was occupied by her married sister and her family, and during the evening the brother-in-law would frequently attend to the customers' needs, during the dinner hour; it was upon one of these occurrences that the sister lamented the fact that when away she would be without the ever present gas stove upon which many smaller dishes might be cooked in a hurry.

This suggestion immediately opened up the idea of the alcohol stove for the bungalows owned and occupied by the many families in the town where the business was located.

Steps were immediately taken to secure a quantity of these stoves for display purposes, and later shipments as need might require; using hand bills and newspaper space, the scheme was advertised with such good results that instead of just about breaking even for the vacation period a well-deserved profit remained for the summer's work.

* * *

Fishing Tackle for Cash Receipts

Any given community that does not possess a number of followers of Isaak Walton is indeed the exception, and one retail cigar and tobacco dealer turned this knowledge into account by offering fishing rods and tackle with the return of cash register slips of a given amount, which represented goods purchased from his store.

Possessing a number of charge accounts, and among them some that were usually held over until the return from vacations, the idea suggested itself that he could secure new trade and discount his bills if these "hold-overs" came to hand before the vacation period.

Letters were sent, and the percentage of slow accounts which came promptly to hand, more than justified the additional expense.

* * *

Varnishes Help Sell Cigars

Many retail cigar and tobacco dealers throughout the country have added to their profit by the sale of novelties of various kinds, but it was left to a dealer in New York State to conceive the idea that floor and furniture stain would make an attractive side line.

Being a married man, and therefore in close touch with the domestic upheaval in the spring, the question of stains for indoor use was brought forcibly to his attention, as some of the profit secured from the sale of his cigars and tobacco was turned into this channel.

It was during the period of cold suppers and carpet beating that the idea formed in his mind, that since his own home was the stage for much stain and more smells, there must be many other homes undergoing a similar plague.

Meeting a friend on his down town trip engaged in the business of spreading the various stains, the two became engaged in earnest conversation with the result that a case of assorted stains was deposited in the cigar store and announcement made in the daily papers that for the return of a certain amount of cash register receipts, a can of stain or varnish would be given free.

The advertising was directed to the women who harbored smokers within the confines of their homes, and the result has justified the dealer in cigars and tobacco in carrying a complete assortment of stains and varnish for indoor use.

* * *

Selling Cigarettes By Machine

It has been our fortune to see machines from which could be extracted almost every commodity, from chewing gum to watches containing more or less accurate time-keepers, but within the past month we first noticed vending machines from which could be extracted "Ramado" cigarettes.

Our introduction to this machine was not in a business that catered very extensively to cigarette smokers, either, for we had stopped to enjoy a bottle of the stuff "That Made ———— Famous," and in reaching for the cracker bowl, this brand of cigarettes brought itself to our attention.

That others had noticed and used this machine for a package of "pills" was evidenced by the fact that more than half the packages had been sold without trouble to the proprietor or his assistants.

* * *

Don't Forget the Vacuum Bottle

Retail cigar dealers throughout the country are awakening to the fact that a very considerable portion of new trade can be controlled through the channel of premium giving, and also are wising up to the vacation period as an excellent time to adopt this method of publicity.

The dealer in Providence, who made the initial plunge in the premium line by offering a vacuum bottle with the purchase of $2.25 worth of cigars, is likely to repeat as soon as arrangements can be completed for some other desirable object. While these bottles were given with cigars under his private label, common sense dictates that the cigars were of sufficient merit to win the approval of his new customers.

We are not in possession of the facts as to just how one of these bottles reached the daylight steamers that ply between New York City and points along the Hudson River, but during the past month we ran across this incident, and the satisfaction of the wife and mother who carried milk already prepared for her infant, is conclusive proof that when any of the male members of her family, or their friends, are in the vicinity of Providence they will patronize the cigar store offering this useful article as a premium.

San Francisco

Head of Tobacco Company of Arizona Dies—Glaser Brothers to Distribute "New Bachelors"—H. Bercovich Cigar Company to Operate Only Retail Stores

SAN FRANCISCO, July 20, 1914.

THE fact that San Francisco's larger cigar manufacturing plants took the usual two or three weeks off about the first of July for overhauling, repairing and stock taking started the report that the local cigar trade had slumped badly and that the manufacturing industry was particularly quiet. All hands started work again this week, however, and the sensation has lost most of its vigor. As everybody knows, the cigar business is not exactly booming, but it seems quite generally agreed that sales are improving on the whole. Since July 4th some of the retailers have experienced a little reaction owing to the fact that many people are out of town; but others have noted an improvement, due probably to the presence of large numbers of visitors, also on vacation bent. The wholesalers are doing about as well as could be expected at this season; and in some sections, notably in the big interior valleys, there is a decided improvement in the number and volume of the orders taken.

News has reached this city of the death of M. E. Moreno, president of the Tobacco Company of Arizona, of Tucson, Ariz. This company is one of the leading wholesale cigar and tobacco houses of Arizona.

There is an increasing interest all the time in affairs connected with the Panama-Pacific Exposition. Both M. A. Gunst & Company and H. L. Judell & Company have the plans completed for their cigar concession buildings, and work on these is expected to begin before long.

There have been a number of changes of minor importance in the trade this week. The Imperial Sales Company has been taken over by A. H. Wagner; E. G. Thornton has bought out the business of J. H. Rivers, and John Martorana has bought out the business of Del Maggiori.

The "New Bachelor" line of cigars, which has been without a distributer since the Bercovich Company went out of the wholesale business, has now been placed with Glaser Brothers, the Montgomery Street wholesalers, who will feature it extensively.

At no time has the "Owl" cigar been so extensively advertised in San Francisco as at present. Huge wall signs are the order of the day. The one just completed on the Atlas Building at Second and Mission Streets contains over sixty-five hundred square feet of display. Many of the best advertising locations in the city now carry the "Owl" slogan: "Over a million 'Owls' smoked every week on the Pacific Coast alone,—it must be the BEST."

To make out a watch sheet for a chain of retail stores, some of which are open for twenty hours a day, while others do business twelve, fourteen, sixteen and eighteen hours, is a task that is both involved and ingenious. Walter Royston, the San Francisco superintendent of the chain of retail stores belonging to M. A. Gunst & Company, has solved that riddle of the tobacco world. While Royston's "detail-sheet" resembles a section of a railroad time table or a page of the new tariff bill, it differs from them in being quite comprehensive to every salesman in the Gunst service. Superintendent Royston's system moves automatically like clockwork. It is a peculiar "watch-system" that takes care of the store and the clerk, so that each salesman works approximately the same hours, receives his days off per month and his regular vacations. This automatic system proved so extremely efficient that the Gunst Company is constantly receiving applications from other firms operating chains of stores for friendly advices, professional opinions and samples of those time-sheets.

The last number of the "Staple News" published by the Gunst Company, reminds its readers that on July the Fourth, 1874, the infant store of "The House of Staples" was founded at 211 Kearny Street. In forty years that infant grew up to its present gigantic dimensions, and is still going some.

The "News" contains also one good joke, worthy of reproduction, not because it is the only one in that copy, but because it shows some quick thinking done at the counter.

Here it is:

Customer—"A good nickel cigar, please."

Salesman—"Yes, sir; try the 'Owl,' it's always good."

Customer—"All right, shoot the 'Owl.'"

Salesman—"It's always in season, the 'Owl' is; you can shoot it every day."

The H. Bercovich Cigar Company, Sacramento and Montgomery Streets, is the latest successor of the reorganized H. Bercovich Company and of The Bercovich Company. Mr. Bercovich declares that he will make his future headquarters at his present location, where he will also instal his supply depot. In the future this company will confine its efforts to its seven retail stores and will feature Samuel I. Davis' products, but it will continue to carry a complete line of brands handled by this firm before the reorganization. Attractive new signs are being installed in various Bercovich establishments.

A. Hoffman, 501 Ellis Street, manufacturer of clear Havana and domestic cigars wholesale and retail, is not an optimist. He states that the business at present is poorer than it has been since the Big Fire when Ellis Street was almost uninhabited. There are now more than two hundred cigarmakers walking the streets in San Francisco, according to Mr. Hoffman. Last year more than four hundred were at work, now less than two hundred. Mr. Hoffman's brands are the "Goldwest," five cents; the "Columbia," ten cents, and "Los Preferos," two for twenty-five cents. He has now two men at work and one salesman in the San Francisco territory.

The "Natividad" factory of Frankel, Gerdts & Company, 540 Clay Street, laid off about 150 men two weeks ago, owing to stock taking, but put them again to work after several days' vacation. Mr. Frankel will leave soon for his regular Cuban trip. All salesmen are on the road.

Edward Wolf has returned from his Southern inspection trip, and reports a fair amount of orders. Especially, Los Angeles proved to be a good territory to work in. The Wolf Company will receive their stock of "Tadema" cigars about the middle of August. A shipment of "Insulars" arrived on the last steamer. Asked about the prospects, Mr. Wolf stated with his resigned, friendly smile: "As long as we are busy, we are satisfied."

H. W. Hall, formerly of the Liggett & Myers Company, arrived here on the seventh instant, and will assume the position of vice-president of the John Bollman Company.

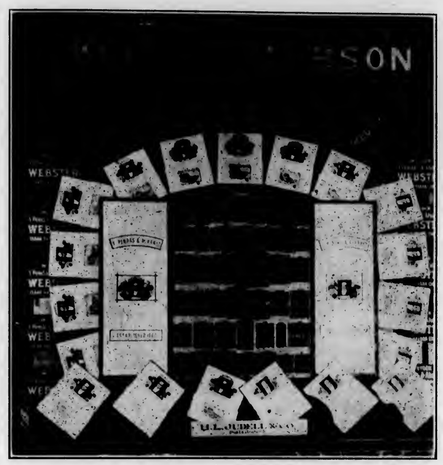
Joseph Michalitchke, after two weeks' vacation in the Yosemite, returned to his shop with renewed vigor.

Mr. Flesher, of Rothenberg & Schloss, Kansas City, is visiting San Francisco.

Morgan A. Gunst will return from his European honeymoon trip to San Francisco on September 1st. His father, M. A. Gunst, Sr., is in much better health since his return to the Coast.

ALLEN.

Mason, Ehrman & Company, Northwestern distributors of "La Mega," V. Guerra Diaz & Company, report good, excellent business on this brand in their territory.



"Webster" Display Shows Many Sizes

Y. Pendas & Alvarez have a strong hold on the favor of the consumer which they have honestly won with their high-grade "Webster" clear Havana cigar. Wherever the better grade of cigars are in demand, there will always be found the "Webster" brand.

In San Francisco "Websters" have a heavy call and the H. L. Judell Company, the distributors, expect to make this cigar one of the big sellers at the Exposition next year.

The accompanying illustration shows a display of many sizes of "Webster" cigars in the window of Krumb & Mierson. The proprietors say that these displays not only bring additional business on the brand, but also create a healthy impression as to the character of the store.

Pittsburgh

Stogie Business is Showing Improvement—Siller-Narten-Barnes Company Takes on "Muriel"—"Camp" Cigarettes Are Being Well Received

THE outlook in the stogie business in Pittsburgh is the best this market has ever seen. The factories are all behind in their orders. The higher grade stogies seem to have the call.

F. Hall Martin, representing the J. S. Haggerty Company, of Fairmont, W. Va., has been in town the past ten days putting out "Haggerty" stogies with Mr. Huck, of the T. C. Jenkins Company. This concern has the distribution of these stogies in this district.

R. Thompson, manager of the cigar department of the W. J. Gilmore Drug Company, is spending two weeks' vacation in Canada.

The Siller-Narten-Barnes Company have taken on the "Muriel" cigar, of the P. Lorillard Company. J. Percy Given and Raymond T. Riger will start a campaign on this brand in a few weeks. Mr. Given is at present working with one of Siller-Narten-Barnes' men. This company has also dropped the "El Roi Tan" brand made by Seidenberg Company, of New York.

Frank Kelly, representing the Cleveland Store Fixture Company, has been in town the last few days in the interest of his firm. This concern made all the fixtures for the May Drug Company stores.

Haworth & Dewhurst have taken on the "El Sidelo" cigar, of Sam. I. Davis, of Tampa. Mr. Winters will be here in a day or two to do some work on this brand. This brand was formerly distributed by Jos. Raubitschek and T. C. Jenkins. Haworth & Dewhurst should have a big sale on this brand, as they have quite an extensive cigar business.

A. Specht, of the E. H. Gato Cigar Company, New York and Key West, has been in town the last two weeks calling on the trade with Mr. Vincent in the interest of "Gato" cigars. The W. J. Gilmore Drug Company have the distribution for this brand. Mr. Specht is doing some good work on "Gatos."

P. T. Green, formerly with the American Tobacco Company, is now with the Siller-Narten-Barnes Company, working on their stogie end.

Sam. Rosen, of Oil City, Pa., was in town the last few days visiting some of his old friends. Mr. Rosen has the distribution of "Havana Ribbon" cigars, Bayuk Brothers, Philadelphia, and "Little Cassatt" and "Coiner" brands, of Baum Brothers, Philadelphia.

Jos. Maher, of the Fifth Avenue Arcade Cigar Stand, is now representing M. Marsh & Son, of Wheeling, W. Va. Mr. Maher should have quite a success in his new venture, as he is well known among the Pittsburgh cigarists.

The Afco Cigar Company have quite a run on the "Tarquinas" Havana cigars made by Mancebo and Munia & Company, of New York.

The May Drug Company have taken on the "Alona" cigar, of the Gene-Vall Cigar Company, New York. They will have quite a campaign on this cigar in the near future. They have placed them in all of their nine stores. H. Goldberg, of New York, was the successful man to place this brand with the May Drug Company, selling them 45,000 for their opening order. Watch the "Alona" cigar in Pittsburgh.

The following visitors were in town: A. Specht, E. H. Gato Cigar Company, New York; H. A. Polly Willard, Pacific Coast representative of E. Cordero Company; J. Percy Given and Raymond T. Riger, P. Lorillard Company.

C. A. Gibbs, of the C. A. Gibbs Company, is on his vacation. He is touring Cambridge Springs and Lake Chautaqua in his automobile.

The good ones do "come back." The big campaign on "Polar Bear" in the Pittsburgh district has put the brand among the first sellers, and business is increasing right along. Some very attractive Bear Cut Outs are displayed in the down town section.

R. S. Sugden is in town for a few days in the interest of the Camp Importation Company, of New York. S. A. Cridland, of Western Pennsylvania, and G. T. Tait, of Michigan, are in town doing some good work on "Camp" cigarettes. They are the last word in cigarettes; mild, pure, high quality, and a pleasing blend of selected Turkish tobacco.

A. J. F.

The Cuban Market

From Our Exclusive Bureau

Havana, Cuba.

HAVANA, July 23, 1914.

SINCE our last report there has been more life in our leaf market, as ten manufacturers arrived from Tampa, and six from New York and Key West; therefore the sales have assumed more customary proportions at this season of the year. As the receipts from the country have also increased, having been over 21,000 bales during the past week, the buyers from the North that are coming here now will have no trouble to make their picks from the stocks in our warehouses. Besides, as our leaf dealers are ready to facilitate business by being very moderate in their asking figures, calculating only upon a very moderate profit for themselves, the early buyers will have this additional advantage. As far as Partido wrappers are concerned, the American manufacturers cannot be exacting this year, and we would strongly advise the press in the United States to help them, by informing the smokers what they have to expect. It almost seems a repetition of the year 1912, when we also had to labor under the disadvantage of calico colors, and finally the smokers made the best of the situation, and the cigars were all consumed.

The exporters for Germany are as hot as ever, picking up all the low grades from Remedios, as soon as they arrive from the country, and having raised the prices on themselves, although this in view of a large crop seems incomprehensible. On the other hand, as there appears to be a shortage of the heavy quality puntillas this year in the Semi Vuelta district and in the Vuelta Abajo, there is more sense in paying higher figures for such styles.

Our local manufacturers are in no hurry to buy Vuelta Abajo fillers, as their business has not yet made a turn for the better, although the most famous vegas, which our large manufacturers are in the habit to buy every year, to sustain the high standard of excellence of their product, have been secured already directly from the vegueros.

The demand for South America has not yet commenced upon a larger scale, although in course of time it is bound to exert itself as usual.

Sales totaled 8699 bales during the last two weeks, and which consisted of: Vuelta Abajo, 3518; Partido, 1777, and Remedios, 3404 bales.

Buyers were: Americans, 3475; exporters to Europe, 3159; shippers to South America 220, and local manufacturers of cigars and cigarettes, 1845 bales.

Exports of leaf tobacco, from the port of Havana, during the two weeks closing with July 11, 1914, totaled 8998 bales, which were distributed among the following countries, viz., to all ports of the United States, 4084; to Bremen and Hamburg, 4187; to Canada, 88; to Antwerp, 64; to Rotterdam, 62; to Gibraltar, 21, and to South America, 402 bales.

Receipts of Leaf Tobacco From the Country.

From July 3, to July 16, 1914.			Since January 1, 1914.	
Vuelta Abajo	16,092	bales	48,239	bales
Semi Vuelta	3,373	"	9,127	"
Partido	2,116	"	5,268	"
Remedios	13,917	"	32,447	"
Oriente	78	"	1,017	"
Total	35,576	"	96,098	"

Buyers of Leaf Tobacco That Come and Go.

Arrivals.—From New York: B. G. Davis & Company; Max Schwarz, of Max Schwarz; Otto Sartorius, of Sartorius & Company; Manuel Lopez, of Manuel Lopez & Company, and Morris Rosenberg, of Morris Rosenberg & Company.

From Tampa: M. J. Pendas, of Y. Pendas & Alvarez; Fernando Rodriguez, of Salvador Rodriguez; Fred Davis (and his son), of Sam I. Davis & Company; U. T. Morgan, of the Morgan Cigar Company; Joaquin Corral, of Corral, Wodiska & Company; Celestino Vega (accompanied by his family), of Celestino Vega & Company.

From Key West: Jaime Pendas, of Moreda & Company; Tomas H. Gato, of the E. H. Gato Cigar Company; Luis Martinez, of the Luis Martinez Havana Company, and Mauricio Winter, of M. Perez Company.

Returned.—Antonio Allones, of Allones, Ltd.; Walter C. Sutter, of Walter Sutter & Company; Manuel Suarez (El Grillo), of Manuel Suarez, and Theodore Garbade, of H. Upmann & Company.

Departures.—To New York: B. G. Davis, Maximilian Stern and B. F. Alexander.

To Tampa: Edgar J. Stachelberg, General E. M. Elam, Jose Lovera, Angel L. Cuesta, Val M. Antuono and Fernando Rodriguez.

To Key West: Luis Martinez, of the Luis Martinez Havana Company.

Cigars.

There is no sign of any improvement in our cigar factories, as with the exception of orders from Germany the other countries are woefully lacking in the transmission of orders. As far as Germany is concerned, it remains to be seen yet whether all the orders in hand will be executed or not. One large commission merchant told us that he feared, when the first shipments of new cigars should reach Germany, that cancellations might follow on account of the colors of the cigars. As far as we could ascertain we have gone back over two million cigars during the first half of this month, and as compared with the same period of last year. This brings the total of our exports from the port of Havana to over ten millions of cigars, during the first six and one-half months of 1914, less than in 1913.

(Continued on Page 35)

The Cuban Market

(Continued from Page 34)

While some of the big independent factories assure us that they are fully holding their own, there must be others, however, that are not so favorably situated, and for this reason we prefer not to mention any names.

Leaf Tobacco.

Edgar J. Stachelberg purchased in all around two thousand bales of Vuelta Abajo and Partido for the Sanchez & Haya Company, of Tampa, and as he is a quick buyer, when he sees the right kind of goods, he was in town only for eight days. The most notable purchase made by him was a vega from Wajay, called "Gonzalez" and owned by the planters, Vicente P. Vergara and Bernardo Perez, consisting of six hundred bales. Our daily press had gotten hold of the sale and spoke in very laudatory terms about the excellent quality, and which expert judges had declared to be one of the finest vegas grown this year. The tobacco had been stored in the warehouse of our friends, Muniz Hermanos, No. 20 Calzada de la Reina.

Sobrinos de A. Gonzalez did not wish to give us their sales during the past fortnight, but we presume we are not far out of the way when we estimate them as about fourteen hundred bales of all kinds.

B. G. Davis, of B. G. Davis & Company, of New York, was a buyer of six hundred bales of fine Vuelta Abajo and Partido vegas.

Muniz Hermanos sold during the fortnight nine hundred bales of all kinds of leaf, to their various customers.

Adolfo Moeller was the heaviest buyer for the German market with close on to sixteen hundred bales of Remedios and some Semi Vuelta and Vuelta Abajo Puntillas.

F. Rocha & Company were sellers of eight hundred and eight bales of Vuelta Abajo, Partido and Remedios leaf during the last two weeks.

Nunez Diehl & Company are also well supplied with orders for the German market, as they had purchased over eight hundred bales of leaf tobacco.

Jose C. Puente & Company disposed of three hundred and fifty bales of Partido and Remedios leaf to their customers during the past fortnight.

The Cuban Land and Leaf Tobacco Company were buyers of nine hundred and forty-five bales of old and new leaf for their customers.

Garcia & Company, who had been domiciled for the last thirty years, were finally forced to give up their warehouse at 199 Monte Street, as the owners were trying to put the thumb-screws on them, by asking an exorbitant rent, and they have taken the large warehouse, just in front of them, No. 110-116 Monte Street, for a term of years. They will move into their new quarters on the first of August. We wish them as much success in their new location as they have had in their old place.

Jose Saavedra Veiga, the senior partner of the firm of Saavedra Hermanos, entered into rest on the 20th inst. The funeral on the 21st inst. was a manifestation of the esteem he had been held in during his life time. The firm will continue as heretofore as the business contract of the firm had provided for such an emergency.

Don Eustaquio Alonso, of the Por Larranga factory, had left by the White Line of steamers for Colon and Panama, proceeding thence to Chile and the Argentine Republic. It will depend upon circumstances whether he might thence leave for Europe or come back here by some direct boat.

Purchases Fall Off at Spring Inscriptions

Now that the spring inscriptions are over, and an account of stock has been taken, it is evident that there is going to be a scarcity of good Sumatra in the country this year. Last year the importers, exclusive of manufacturers, purchased some 24,000 bales; this year the importers secured only 14,000 bales.

Of the 14,000 bales bought by the importers at the spring inscriptions, the house of H. Duys & Company purchased more than 6500 bales of Sumatra and Java tobacco, and it is noteworthy that their sales for the first few months were in excess of last year.

H. Duys & Company report that they have on hand large quantities of both old and new tobacco, and while they are not advancing their prices, they are of the opinion that there will be a scarcity of good, light tobacco before the fall months.

Savannah Cigar Firm in Bankruptcy

The J. S. Oppenheimer Cigar Company, of Bull and York Streets, Savannah, Ga., has filed a voluntary bankruptcy petition in the United States District Court. The schedule shows assets of $2231.53, with liabilities of $5022.45. In the petition $350.37 is shown to be due on open account. Fred Myers was president of the firm, whose stock is valued at $1835.

Fire Injures Concord Cigar Factory

An early morning fire did considerable damage to the stock and merchandise of J. B. Bowers, a cigar manufacturer and retailer with a store at 7 and 9 North Main Street, Concord, Mass. The fire burned for about an hour and a half. Heavy damage resulted from water and smoke. In addition to the retail stock, several thousand dollars' worth of tobaccos in various forms on the second floor was ruined.

"Kleen-Kleeners" for Pipes

A recent product that will appeal to the pipe trade is the new hermetically sealed "Kleen-Kleeners" package containing twenty-four straight pipe cleaners all ready for use. The transparent package containing the cleaners insures the purchaser that his hands are the first to touch them after they leave the factory. The packages, containing twenty-four cleaners, retail to the trade for ten cents.

Excellent business is being done by Arthur Weil, jobber, Richmond, Va. He reports good work on "Little Bobbie," "Bank Note" and "El Proposo."

Shippers above two hundred bales of leaf tobacco, from the port of Havana, during the last two weeks were:

Adolfo Moeller	1,499	bales
Nunez, Diehl & Company	805	"
Virgilio Suarez	689	"
Cuban Land and Leaf Tobacco Company	656	"
W. Armbrecht	519	"
Leslie Pantin	476	"
Maximilian Stern	477	"
J. F. Berndes & Company	439	"
J. Bernheim & Son	418	"
Garcia & Company	330	"
Ernest Ellinger & Company	285	"
H. Upmann & Company	261	"
Sobrinos de A. Gonzalez	247	"
Allones, Ltd.	220	"

Detroit

July Business Best in Years—"Bold" Cigars Advertised by Trained Goose—Jeitles & Blumenthal Brands in Demand—"Ed Geers" to be Revere Cigar Company Leader

DETROIT, MICH., July 27, 1914.

JULY has been a month that every cigar retailer appreciates; the reason is that the business transacted during July has exceeded any similar month in previous years. July weather this year was as good as any one could ask; there were no cold days, only a few days when it rained, the remainder of the time the temperature being just right for people to get out on the streets. In addition, there were many conventions, thousands of tourists in the city, in addition to the annual running races at Windsor and the Blue Ribbon meet of pacers and trotters.

The box trade has been extremely good this month owing to the large number of outings and excursions by various societies, clubs and business firms, as all of these affairs call for many cigars for distribution.

As for the manufacturers, the July figures showing the internal revenue receipts are being looked forward to with a great deal of interest, as it is their belief that July will surpass all previous months this year in the production of cigars Every manufacturer has more orders on hand than he did a year ago at this time; or, in fact, as compared with any month this year, and if each individual concern does not show a big increase in the number of cigars turned out it is because of physical impossibilities. Cigarmakers have been very scarce—that is, experienced ones—but manufacturers have added them as fast as they were able to secure them. More than one Detroit factory has actually been forced to turn down business in the past month on account of previous orders ahead, but this condition is showing improvement as nearly all of the companies are planning on additions to their buildings.

Bobrow Brothers, of Philadelphia, makers of the big-selling "Bold" cigars, have been carrying on a very novel advertising campaign in connection with this brand in the city of Detroit. A trained goose has been parading the downtown streets with its master carrying on its back a red cloth sign with the advertisement "Smoke 'Bold' Cigars. Five Cents." The man owning the goose is dressed in an entire suit of red and on his back is also a sign conveying the same information. The man and the goose keep walking in the downtown district and of course the crowds that follow are enormous. Who wouldn't stop to look at a trained goose? The stunt is a catchy one and entirely different from the average street publicity. Usually this kind of advertising is carried on with a donkey, or a dog, but Bobrow Brothers have gone a bit further by securing a trained goose. The man owning the goose told a representative of THE TOBACCO WORLD that at least a dozen people have come to him and asked him where they could buy that cigar; also a dozen retailers have instructed him to send the representative of "Bold" cigars to their place of business as they wanted to place an order for some of them.

The Soper Segar Store for several weeks has been carrying a very neat window display on "Statesman" cigars, made by Jeitles & Blumenthal, of Philadelphia. When Mel Soper first opened his store in the Dime Bank Building a year ago last May, the "Statesman" was among the first cigars to be included in his line; week by week the sale has been steadily increasing, and today Mr. Soper says that he gets as many repeat orders on the "Statesman" as any other nickel cigar which he handles.

Jeitles & Blumenthal, of Philadelphia, have a number of good selling brands in Detroit; in fact, there is not a single successful dealer who is not handling some of Jeitles & Blumenthal cigars. E. M. Harris & Company, on Woodward Avenue for years have featured their goods, and the fact that they have a window display of their cigars at least once every week, often lasting for a week, is convincing evidence that the "demand proves the value of a cigar."

The Central Cigar Company, who now control four very successful stands in Detroit, announce that they have taken a long lease on the store at the corner of Shelby and Lafayette Avenues, in the new Orpheum Theatre Building, which they will open in September or October. Very good judgment has been used by the Central in taking this store, as for years the corner was operated as a cigar emporium by the Ambos Company, and the location is getting better every day. It is right on the way to the postoffice, where thousands pass every hour; then again, Lafayette Avenue, in another five years, is bound to improve. The Masonic Temple is now situated on Lafayette Avenue and the Detroit Lodge of Elks will soon erect a big clubhouse on that street. The fixtures to be put in by the Central will be of the same high-class order as now characterizes their other stores. General Manager Lieberman even goes so far as to say that this new store will eclipse all others and be as fine as any similar store in the country, considering its size.

E. M. Harris & Company, who will move sometime after January 1st to the new David Whitney Building, at Woodward Avenue and Grand Circus Park, are having plans prepared for their new store. The fixtures and furnishings will be in keeping with the rest of the building, which is one of the best constructed in the city, no expense being spared in using the very finest of materials throughout.

The Revere Cigar Company, of Detroit, are bringing out a new brand called "Ed Geers," a ten-cent Sumatra-wrapped cigar, which will be made in five sizes. It is named after Ed Geers, or better known as "Pop" Geers, who is probably the greatest driver of the present day. He has won more stakes in the various pacing and trotting races than any other man in this country. The label is an exact reproduction of Mr. Geers and shows him in one of his characteristic poses. The Revere Company expect to make it their leading brand.

Work is progressing rapidly on the new addition to the Mazer Cigar Company, which will probably be completed and ready for occupancy by the first of September. It will enable the Mazer Company to double its output and thus give better attention to its various customers.

Charlie Spietz, of the Wayne Cigar Company, has returned from a hurried business trip to Kansas City, St. Louis and Chicago. At this writing Albert Worch, who left three weeks ago for Kansas City, is still out of town, although he is expected back in a few days.

Oscar Rosenberger, of the San Telmo Cigar Company, is spending the summer at Charlevoix, Mich., with his family, where they have a cottage; the family of Sam T. Goldberg, of the Lillies Cigar Company, are also spending the summer at Charlevoix; Sam goes up every week or two for a few days. Isaac Goldberg, of the Lillies Company, will return early in August from a three weeks' motor trip through the East, stopping at Boston, Philadelphia, New York and Atlantic City.

L. H. Stradley, of Detroit, has sold his cigar stand in the Cushman House, Petroskey, Mich., to Theodore D. Becker, his former business partner.

(Continued on Page 38)

Los Angeles

W. S. Luckett Introduces Sunset Size "Reynaldo"—"Philadelphia Hand-Made" Cigars Have Heavy Call—"Don Remo" Sales Show Steady Increase

LOS ANGELES, CAL., July 21, 1914.

MORRIS BURKE, representing Luckett, Luchs & Lipscomb, of Philadelphia, Pa., manufacturers of the "Reynaldo," "Piquant" and "Copyright" cigars, returned from San Francisco, Cal., a few days ago accompanied by W. S. Luckett of the above mentioned firm. Mr. Luckett appeared very much pleased with conditions in this territory, particularly so with the satisfactory manner in which his lines are being worked by the Mussatti-Boggio Cigar Company and Woodward, Jones & Johnson Cigar Company.

Mr. Luckett while here placed a new size of "Reynaldo" cigar under the name of Sunset size. This goes to the consumer at ten cents.

Mr. Luckett went from this city direct to San Francisco, staying at that city for one day, thence to Portland and Seattle, and from those points direct to Philadelphia. He expects to return home about August 1st.

Klauber-Wangenheim Company have made a great hit with Bayuk Brothers' "Philadelphia Hand-Made" five-cent cigar, packed in tins. This brand caught on in this territory right from the jump, and "Philadelphia Hand-Made" cigars are already one of the leading nickel sellers in this market. The package is very attractive.

"Chancellor" cigars are still on the increase in this market. The new ten-cent size called Sublimes is one of the real big "hits" in this territory. Klauber-Wangenheim Company have been oversold on this size "Chancellor" ever since placing it in Los Angeles.

Eisenlohr's "Cinco" is very much in sight around Southern California in the way of large fibre signs.

"Milo" yellow label is a big seller in twenty-five-cent cigarettes. Arthur Levy, 743 South Spring Street, has a beautiful display of these cigarettes in his window at the present time.

The Max Roth Cigar Company have taken on the "Rosa de Valle" cigar, formerly handled by the Geo. W. Walker Cigar Company, of this city. Mr. Roth informs me that the factory will have about three missionary men on the ground in a very short time, and with the assistance of the sales force, which includes Mr. Roth, the cigar should show wonderful returns.

"Ike" Wentworth went to Denver for the purpose of pushing the "Lovera" cigar. Without a doubt he will make many new friends on his first visit to that city.

The Geo. W. Walker Cigar Company is working on the "Densmore" cigar and meeting with success everywhere. Since dropping the "Rosa de Valle" cigar their entire efforts are being placed towards the "Densmore" cigar, which is also a ten-cent seed and Havana cigar.

Rob Gans, of the J. J. Gans Cigar Company, of this city, is spending a pleasant summer vacation on the Island of Catalina. With him is his wife and Gans, Jr. This is Rob's first "lay-off" in eight years, so who can deny him a little rest of two weeks.

Joe Gans, also of J. J. Gans & Brother, has moved to Venice for the summer vacation. Both are hard workers and undoubtedly are enjoying themselves.

The A. B. Greenwald Cigar Company reports fine business on "Ruy Lopez Queens." Mr. and Mrs. Greenwald expect to leave for Seattle in a few days to look over the field of business in that territory.

"Webster" cigars are selling better right along report the Klingenstein Company. This company recently wired the factory manufacturing the "Admiration" cigars to ship a large quantity by express to fill back orders.

The Klingenstein Company received some very nice orders from Arizona for "Y-B" and "Spana-Cuba" cigars.

Sam Friend, representing the Klingenstein Company in the capacity of city man, is leaving for Wheeler's Hot Springs for a two weeks' vacation. This rest is due Sam, as everyone knows.

Entering through a rear window a burglar a few days ago robbed the store of the Max Roth Cigar Company at 548 South Los Angeles Street, taking goods valued at three hundred dollars. Stacking the stolen articles in the alley, the burglar went to a nearby drug store, where he telephoned for a taxicab. Loading the cab with the loot, he disappeared. Several people who saw the man putting the tobacco in the taxicab became suspicious and notified the police. A few hours later Joe Hill, aged twenty-one, who said he lived in Redlands, was arrested at the St. George Hotel. The missing tobacco was found in his room. He was arrested by Detectives Shy, McMahan and McIntosh. At the central station Hill stated he had bought the goods, but was unable to explain why he had visited the building at such an early hour.

The M. A. Gunst cigar stores are displaying in their numerous windows the "Van Dyck" cigar, made in Tampa, Fla. The displays are well constructed.

Morris Burke has a most distinctive window display at his retail store at 108 West Third Street. The cigar shown is the "Reynaldo" cigar. The display is made up of empty boxes entirely, with a large sign the length of the showcase stating "Customers have emptied these. Get in line and smoke a good cigar. Smoke 'Reynaldo.'"

Anthony Schwamm is out with a new one—this time with the "London Life" cigarette package in twenties. A large United States flag comes with each package, which is an inducement in itself. "Tony" has no trouble in filling his order book with such an article as this.

M. A. Newmark & Company have numerous window displays about town on the "Don Remo" cigar, which are causing no end of favorable comment. They report increased sales every day and the cigar is living up to all expectations.

A unique idea is that put forth by Milton Guttman, representing the P. Lorillard Company in San Diego and Imperial counties. Mr. Guttman, when out taking orders, wears a smoking jacket made up entirely of felt flags and blankets from "Stag" smoking tobacco. It is surely as original as one could wish.

The "Lovera" cigars are moving nicely with the Haas-Baruch Cigar Company. Cameron C. Trau informs me that they are constantly running low on this brand. The sales force never let a day pass without turning in larger orders than the day before. ALKALI.

New Concern for Macon, Ga.

The firm of Smith & Kemp have recently leased the two-story property at 513 Cotton Street, Macon, Ga., and will shortly begin the operation of their cigar factory at that location. A. Smith, of the firm, was formerly superintendent of the big Martinez-Havana Company's factory in Key West, Fla., while E. H. Kemp has been with the Martinez Cigar Company in Jacksonville, Fla., for a number of years.

It is understod that the firm will manufacture only clear Havana goods.

Mahlon W. Gilbreath, city clerk of Linton, Ind., has recently purchased Walters' cigar store in that city.

Key West

Big Program for City Gala Week—"Gigantios" New Martinez-Havana Size—Customs Headquarters to Remain in Jacksonville

KEY WEST, FLA., July 25, 1914.

WHILE the hot wave is still with us the strike wave seems to have passed. The labor troubles which were threatened at the Havana-American Company's big shop were amicably adjusted by the company's New York office.

Advices received from Washington that there was not the slightest chance for the measure removing the Customs headquarters from Jacksonville to Tampa was gratifying news to everybody, but especially to the business men. If there is to be only one Customs headquarters for Florida that place should be where it is at present, as we have a daily mail communication with Jacksonville by train and only two mails per week by steamer with Tampa.

The most absorbing topic here at present is the "Do it for Key West gala week," which starts tomorrow and will last till August 1st. Quite appropriate and lengthy programs have been arranged for each day and every one is expected to help make the affair a success and boost the city during that time.

Frank McNulty, of the Tiera Del Largo Cigar Company of Fort Myers, Fla., and a native son of Cayo Hueso, was in town this week renewing old friendships. He was here for the purpose of securing a stock of Havana leaf for his house.

The Key West Guards and Lieutenant-Colonel Sam J. Wolf, of S. Wolf's Sons, returned this week from the state encampment at Black Point, Fla. They all report a fine time and it is said that the company made their usual good showing.

Fernando Rodriguez, son of Salvador Rodriguez, of the "Charles the Great" factory of Tampa, was a through passenger last week to Havana.

Manuel Cruz, the local cigar manufacturer, will leave next Wednesday overland for Philadelphia for a business visit to Jacob Langsdorf's Sons. He will he accompanied by his wife, and after spending a few days in the Quaker City will go on to New York, where they will spend some time visiting the popular resorts.

Percy H. Myers, of the Cortez Cigar Company, was in town last week for a business conference with Vice-president Vivian M. Myers, and left for Savannah, Ga., headquarters on Saturday. Superintendent Claude H. Roberts left last week for a visit to the Savannah factory of the company.

Don Luis Martinez, the genial head of the Martinez-Havana Company, arrived from Havana this week and will spend several days at the factory. The firm will shortly launch a new size, which will be known as "Gigantios," packed under the "Flor de Luis Martinez" brand. The firm has started to use the new crop leaf with which they appear to be well satisfied both as to aroma, burn and the various sizes of wrappers which it furnishes. The fault with the new crop is the high prices that are prevailing in the Havana leaf markets and the difficulty in getting the light colors demanded by the American makers. The M.-H. Company intends making a grand display of their goods at the Panama-Pacific International Exposition which starts in January, 1915. Eladio Martinez, now at New York headquarters, is expected to return to the factory on August 4th.

Manager Jaime Pendas, of Moreda & Company, accompanied by his son Manuel, left this week for Cuba. Manuel will remain in Cuba for several months learning the cultivation and curing of leaf at some of the largest plantations on the island.

Trade is good at the big factory of the E. H. Gato Cigar Company and orders by mail and wire are coming to hand at a lively rate. A cablegram received yesterday from the firm's Havana office states that a heavy purchase of leaf of the new crop had been made and included in the lot was a large quantity of wrappers in light colors so dear to the heart of the average American smoker. Secretary Thomas H. Gato, accompanied by his nephew, Edwardo H. Gato, 3rd, are expected to arrive on the steamer tonight from Havana, where they have been visiting for several days.

Chas. Wardlow, son of John Wardlow, president of Ruy Lopez Company, will leave on today's Mallory steamer for New York for a short visit. At the factory business is keeping up well.

John F. Navarro, formerly a cigar manufacturer of this city, but now engaged in the leaf business in New York, arrived in town this week and is shaking hands with his many friends.

L. B. Gunst, of the Esberg-Gunst Company of Tampa, was a through passenger to Havana this week.

Tobacco Statement.

Importations for two weeks ending July 24, 1914:
Importations of leaf in bond.....465 bales
Withdrawals of leaf from bond.....479 "

INGLACITA.

Cigar Shipments for Two Weeks Ending July 25th, Via Mallory Steamship Line to New York, Mobile, Galveston and the East and West Coasts of Florida.

	Cases.
S. Bachman & Co., San Francisco	26
S. Bachman & Co., Los Angeles	3
Fred Bannan & Bro., Los Angeles	2
Platter Tob. Co., Dallas, Tex.	2
A. B. Greenwald Cigar Co., Los Angeles, Cal.	2
Cortez Cigar Co., Savannah, Ga.	4
Patterson & Hoffman, Oklahoma City,	3
Phillips-Traviek Co., Nashville	2
R. D. Burnett Cig. Co., Birmingham,	3
Richardson Drug Co., Omaha, Neb.	2
Hemenway & Moser Cigar Co., Salt Lake City, Utah	2
Hart Cigar Co., Portland, Ore.	4
C. B. Lamenson, Butte, Mont.	2
Lewiston Merc. Co., Lewiston, Ida.	3
E. F. O'Conner & Co., Savannah	2
M. A. Gunst & Co., Seattle, Wash.	2
Lamar & Rankin Drug Co., Atlanta,	2
Cortez Cigar Co., Savannah, Ga.	9
W. H. Harris Gro. Co., Richmond	2
Wm. A. Stickney Cig. Co., St. Louis,	3
W. T. S. Cristfield, Jersey City	2
Niles & Moser Cig. Co., Kansas City,	4
Metropolitan Cigar Co., Denver	2
F. M. Pauley, Walla Walla, Wash.	2
Hemenway & Moser Co., Salt Lake City, Utah	2
Park & Tilford, New York	51
E. H. Gato Cigar Co., New York	13
Geo. W. Nichols & Co., New York	18
Metropolitan Tob. Co., New York	5
Lowden & Co., New York	11
Ruy Lopez Ca., New York	5
Gwynn, Straus & Co., New York	3
Martinez-Havana Co., New York	4
Godfrey S. Mahn, New York	3
M. Perez Co., New York	3
Austin Nichols & Co., New York	2
Mi Favorite Cigar Co., New York	2
United Cigar Stores Co., Chicago	9
A. & H. Schmidt, Chicago, Ill.	2
Weideman Co., Cleveland, O.	3
W. L. Wise & Co., Newark, N. J.	3
Godfrey S. Mahn, Philadelphia	12
Dusel, Goodloe & Co., Philadelphia	2
E. Bradford Clark, Philadelphia	2
Harris Bros., Atlantic City, N. J.	2
Reymer Bros., Pittsburgh, Pa.	2
Ruste-Parker-Martin Co., Duluth	6
Sanford, Chamberlain & Albers Co., Knoxville, Tenn.	2
E. Bachman & Co., San Francisco	18
Rothenberg & Schloss Co., Denver	2
Hemenway & Moser Co., Salt Lake City, Utah	2
Niles & Moser Co., Kansas City	4
Moore & Jones, Nashville, Tenn.	2
Best & Russell, Memphis, Tenn.	2
M. A. Gunst & Co., San Francisco	3
Metropolitan Cigar Co., Denver	2
Fred Harvey, Chicago, Ill.	8
Thomas W. Short, St. Paul, Minn.	2
J. & B. Moos Co., Cincinnati, O.	2

DETROIT

(*Continued from page 36.*)

Eugene H. Watson, of the Harry W. Watson Company, wholesalers and jobbers of cigars, has returned from a week's stay in New York.

Oscar Buehler, of the Buehler Leaf Tobacco Company, of Detroit, is on an automobile trip through the East, accompanied by his family.

General Manager Gaghan, of the Banner Cigar Company, of Detroit, says his company will start moving about the middle of August to the new factory at Warren and Mitchell Avenues.

An order has been issued by Collector of Internal Revenue J. J. Brady, of the First District of Michigan, to the effect that punishment will go hard with any dealer who "takes a handful of cigars from a box and allows the customer to select a purchase, putting the remainder back in the box." Collector Brady says this is unlawful and will not be tolerated. He says that many cases of this kind have been called to his attention and he is issuing this warning in the hope that dealers will not continue doing it.

AL U. THORNBURG.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 236 Chestnut Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

REGISTRATIONS

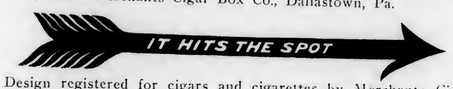
DIME FOR NICKEL:—30,261. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 10, 1914. Liborio Cigar Co., Tampa, Fla.

SUPERASION:—30,262. For cigars, cigarettes and smoking tobacco. July 10, 1914. Adolph Frankau & Co., New York, N. Y.

LUJURIA:—30,263. For cigars, cigarettes and smoking tobacco. July 10, 1914. Adolph Frankau & Co., New York, N. Y.

ALL WHITE:—30,264. For cigars, cigarettes and tobacco. July 10, 1914. Moehle Litho. Co., Brooklyn, N. Y.

IT HITS THE SPOT:—30,265. For cigars and cigarettes. July 10, 1914. Merchants Cigar Box Co., Dallastown, Pa.



Design registered for cigars and cigarettes by Merchants Cigar Box Co., Dallastown, Pa., July 10, 1914.

THE RESOLUTE YACHT:—30,266. For cigars. July 10, 1914. Chas. M. Yetter & Co., Reading, Pa.

FOUND:—30,267. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 11, 1914. Wm. Steiner, Sons & Co., New York, N. Y.

FITROSE:—30,268. For cigars and cigarettes. July 13, 1914. Manuel Fiterman, Philadelphia, Pa.

MILAN FISHER:—30,269. For cigars, cigarettes, cheroots. July 13, 1914. Calvert Litho. Co., Detroit, Mich.

JOHN A. METZ:—30,270. For cigars, cigarettes and tobacco. July 13, 1914. La Posenda Cigar Co., Chicago, Ill.

SANITARY MAID:—30,271. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 14, 1914. Petre, Schmidt & Bergman, Philadelphia, Pa.

SANITARY GEMS:—30,272. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 14., 1914. Petre, Schmidt & Bergman, Philadelphia, Pa.

SANITARY KING:—30,273. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 14, 1914. Petre, Schmidt & Bergman, Philadelphia, Pa.

SANITARY SEAL:—30,274. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 14, 1914. Petre, Schmidt & Bergman, Philadelphia, Pa.

DIAMOND I:—30,275. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 14, 1914. Ruhe Bros., Allentown, Pa.

MASTER YET:—30,276. For cigars, cigarettes and tobacco. July 15, 1914. Moehle Litho. Co., Brooklyn, N. Y.

AMALGAMATED TOBACCO & CIGARETTE CO.:—30,277. For cigars. July 15, 1914. B. D. Dugundji, New York, N. Y.

AMALGAMATED TOBACCO CO.:—30,278. For cigars. July 15, 1914. B. D. Dugundji, New York, N. Y.

G & H:—30,279. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 15, 1914. Vera Del Rey Cigar Co., Chicago, Ill.

TRANS ARIEL:—30,280. For cigars, cigarettes and tobacco. July 15, 1914. Moehle Litho. Co., Brooklyn, N. Y.

THE CIGAR THAT MADE THE NICKEL FAMOUS:—30,281. For cigars. July 15, 1914. Gumpert Bros., Philadelphia, Pa.

HOME WORKER:—30,282. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 16, 1914. Pasbach-Voice Litho. Co., New York, N. Y.

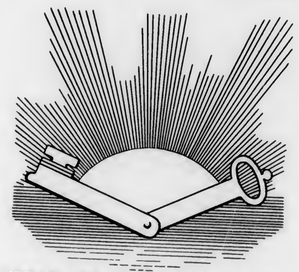
KEEP-GOOD:—30,283. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 16, 1914. Pasbach-Voice Litho. Co., New York, N. Y.

MUTUAL GIRL:—30,284. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 16, 1914. Pasbach-Voice Litho. Co., New York, N. Y.

MOUNT ROCK SPECIAL FIVES:—30,285. For cigars. July 18, 1914. American West Indies Co., New York, N. Y.

BRAINS:—30,286. For chewing and smoking tobacco. July 20, 1914. McHie-Scotten Tobacco Co., Detroit, Mich.

MIDWAY FACTORY SMOKERS:—30,287. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 20, 1914. Max Bulka, Chicago, Ill.



Design registered July 15, 1914, by Gwynn, Strauss & Co., Key West, Florida, for cigars and all tobacco products.

CREAM OF THE FIELD:—30,288. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 20, 1914. Pasbach-Voice Litho. Co., New York, N. Y.

Q. B. A.:—30,289. For cigars. July 20, 1914. Enrique Vil, Brooklyn, N. Y.

THOMAS HOOKER:—30,290. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 20, 1914. Pasbach-Voice Litho. Co., New York, N. Y.

EL SAMERO:—30,291. For cigars, cigarettes and tobacco. July 20, 1914. Moehle Litho. Co., Brooklyn, N. Y.

LATEST SEAL:—30,292. For cigars. July 22, 1914. Central Cigar Box Co., St. Louis, Mo.

RATTLING GOOD CIGAR CO.:—30,293. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 15, 1914. Rattling Good Cigar Co., Columbia, S. C.

EATES STREET CIGAR:—30,294. For cigars. July 22, 1914. E. W. Conway, Lewiston, Me.

HEADHEART:—30,295. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 23, 1914. Pasbach-Voice Litho. Co., New York, N. Y.

MILLION DOLLAR MYSTERY:—30,296. For cigars. July 23, 1914. A. C. Brenckle Co., Milwaukee, Wis.

WUTZLER'S SPIDER CIGAR:—30,297. For cigars. July 23, 1914. Al. Wutler Cigar Factory, Alton, Ill.

KULURIOTU:—30,298. For cigarettes and smoking tobacco. July 23, 1914. Balkan Tobacco Co., New York, N. Y.

YEON'S BIG FOUR:—30,299. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 23, 1914. D. F. Hall, Havre, Mont.

ROYAL CORONATION:—30,300. For cigars. July 24, 1914. Wm. Steiner, Sons & Co., New York, N. Y.

LITTLE POPPY:—30,301. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 24, 1914. Wm. Steiner, Sons & Co., N. Y.

DUKE OF BORDEAU:—30,302. For cigars, cigarettes and tobacco. July 25, 1914. Moehle Litho. Co., Brooklyn, N. Y.

PORTO RICO ORO:—30,303. For cigars, little cigars. July 25, 1914. B. Herbst, Philadelphia, Pa.

PINCH HITTER:—30,304. For cigars, chewing and smoking tobacco. July 27, 1914. B. Payn's Sons Tobacco Co., Albany, N. Y.

GARCIA THE GREAT:—30,305. For cigars, cigarettes, cheroots, chewing and smoking tobacco. July 27, 1914. Tunis Bros., New York, N. Y.

Design registered by Vera Del Rey Cigar Co., Chicago, Ill., July 28, 1914. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco.

TRANSFER

REP:—20,467. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Transferred by H. Shlesinger & Co., Cleveland, O., to Henry Koob Co., Peru, Ind., July 17, 1914.

(*Continued on Page 43*)

Leaf Tobacco Notes

PENNSYLVANIA

LANCASTER, PA.

With a continuance of the favorable weather conditions under which it is now growing, the tobacco crop now in the fields will be the finest Lancaster County has had for some years, and there will be an unusually large percentage of wrapper goods among it. The Havana seed tobacco, which was only an experiment last season, when it proved its superiority over the Pennsylvania broad leaf, has proved itself again this year. Fully 2000 acres were planted this season, and already that along the Susquehanna River, where some of the finest crops in the county are grown, is being topped. Very little broad leaf has yet reached the topping stage, but some will be ready for topping this week. The crop will be gathered much earlier this year than usual, because of the earlier planting and remarkably rapid growth. Last year the Havana seed tobacco sold for eleven and twelve cents a pound, but stiffer prices are looked for this year. And a return to the usual prices for broad leaf is also expected, which means ten to twelve cents a pound.

CONNECTICUT

SUFFIELD, CONN.

In the opinion of many the Connecticut valley is to have one of the finest tobacco crops in years. Buyers have been visiting the plantations and state that they are more than satisfied with the present conditions of the plants. They range from twelve to thirty inches high and the recent showers have done much to help them along.

The acreage this year is believed to be twenty per cent. greater than last year. If the plants escape from hail storms there is every indication of a bumper yield.

The shade grown tobacco has made unusual progress in the past ten days.

Here and in the vicinity there are about 3900 acres planted. The buyers made no purchases so far as can be learned. Last year practically the entire crop was sold in the field.

WINDSOR, CONN.

Buyers of Havana tobacco are here to secure the crops raised, and it is estimated than one-half of this grade of tobacco grown has been bought up in the field. This is without precedent in the history of the crop for tobacco at its present stage.

The buyers of seed leaf tobacco have not commenced operations as yet, but they are expected this week. The prices at which the crops have sold range from 19 to 25 cents a pound in the bundle.

New Addition for C. N. Foreman & Company

Owing to the necessity for larger quarters, due to a large increase of business, C. N. Foreman & Company, the well-known cigar manufacturers of Red Lion, Pa., recently started work on the erection of an addition to their factory. The new section will be 25 by 30 feet, making the present building, when alterations are completed, 75 by 30 feet. The completion of the addition will enable Messrs. Foreman & Company to increase their present force of employees from sixty to eighty hands.

Ed Horner, who formerly conducted the Commonwealth Hotel on Walnut Street, Columbia, Pa., has purchased Strauss' cigar store, 147 North Queen Street, Lancaster, Pa.

American Sumatra Tobacco Company Purchase Big

News from Gadsden County, Fla., is to the effect that they have had an unprecedented week of buying and that automobiles loaded with buyers have been "burning up" the roads. Quincy has been their headquarters.

The American Sumatra Tobacco Company has been the largest purchaser of the famous shade-grown tobacco, renowned for its wrapper qualities. The buying for the concern was done under the direction of Julius Lichtenstein, president of the company, who recently arrived in Quincy from New York. Mr. Lichtenstein is well known in Gadsden County and is considered one of the better judges of good tobacco. Mr. Lichtenstein pronounces this crop one of the finest he has ever seen.

The American Cigar Company and the United Cigar Manufacturers' Company were large purchasers of sun-grown leaf.

Another Cigarmaker Ties Moore's Record

KEY WEST, July 28, 1914.

After reading in THE TOBACCO WORLD of the records of Cornish and Moore, I think everyone will be willing to pass the belt to Raymond Pinder, a cigarmaker of the Principe de Golfo Cigar Company, after hearing his claims. Pinder claims that he can make 900 long filler, well-made cigars per day and that he can keep up this speed for six days, which would give him a total of 5400 cigars for the week.

That is what Pinder claims. The records of the Principe de Golfo Cigar Company show that the week of November 15, 1913, Pinder made 4350 long filler cigars; the week of November 22, 1913, he made 4200 cigars; the week of November 29, 1913, he rolled 3800.

It might be a good drawing card at the Panama-Pacific Exposition to have this championship settled by a contest between these cigarmaking wizards at that place.

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We guarantee Copenhagen Snuff is now and always has been absolutely pure.
It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**
Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

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CIGAR BROKER,
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Wanted.

WANTED—Unlimited quantities of "Seed Cuttings" and "Siftings." Get our new quotations for cash. Interstate Tobacco Company, Longacre Building, Forty-second Street and Broadway, New York.

CIGAR JOBBERS: We have an exceptionally good three for five-cent proposition to offer to responsible jobbers. Fair & Square Cigar Company, Red Lion, Pa.

WANTED—HAVANA AND SUMATRA TOBACCO STEMS, 100-lb. bales. Give lowest price, and amount you can deliver monthly. Address Box 666, Tobacco World.

WANTED—Salesmen at liberal commission for our new brand of Pipe Cleaners; a sanitary, air-tight package; free sample. E. T. Gilbert Manufacturing Company, 238 South Avenue, Rochester, N. Y.

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HAVANA SHORTS—Pure Vuelta; fine aroma. Lopez, 353 E. 78th St., New York. 9-1-tf

FOR SALE—Remedios Havana shorts, pure and clean. Guaranteed A-1, or money refunded. Fifty cents per pound. Edwin Alexander & Co., 178 Water Street, New York.

FOR SALE—Cigar Leaf Scrap made only from all Ohio tobaccos. Zimmer, Gebhart or Dutch. Large cut, sound, clean, dry and ready to work. Samples submitted with quotations. The Buckeye Tobacco Company, Greenville, Ohio.

New International Dictionary Wins Approval

Webster's New International Dictionary, recently published by the G. & C. Merriam Company, introducing a number of innovations in the matter and manner of publication, is a book that commends itself to the student and business man with like emphasis.

The volume contains about 2700 pages and each one is laden with detailed and specific information, not only concerning the etymology of the words, but the history and usage are also clearly explained.

It might be going too far to say that the book approaches the domain of an encyclopedia, but as far as the information given in definitions is concerned one could ask no more.

There has been an improvement in some of the definitions as well as an increase in matter. Special attention has been devoted to the historical development of words and the science of philology is masterfully displayed in the creation of this work.

Snuff Company Incorporates

The Martin-Gorin Snuff Company has recently incorporated in Louisville, Ky., with authorized capital of $10,000, par value of shares $100. The company will manufacture snuff and kindred tobacco products. The incorporators are Aaron Martin, L. J. Gorin and J. B. Holloway.

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K·P&V· Kaufman, Pasbach & Voice
ART LITHOGRAPHERS.
COR. GREENWICH & MORTON STS.
NEW YORK.

REGISTRATION

(Continued from Page 39)

CANCELLATIONS

LITTLE CYRILLA:—30,205. For cigars. Registered June 12, 1914, by J. Pines & Sons Company, Chicago, Ill. Cancelled July 14, 1914.

IT BEATS THE MOVIES:—30,214. For cigars. Registered June 18, 1914, by The Mueller & Son Co., Milwaukee, Wis. Cancelled July 14, 1914.

FRED HARVEY:—30,144. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 20, 1914, by Kaufman, Pasbach & Voice, New York, N. Y. Cancelled July 16, 1914.

HARVEY SYSTEM:—30,145. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered May 20, 1914, by Kaufman, Pasbach & Voice, New York, N. Y. Cancelled July 16, 1914.

GUARANTEED DIVIDEND:—30,227. For cigars. Registered June 25, 1914, by Kaufman, Pasbach & Voice, New York, N. Y. Cancelled July 25, 1914.

CORRECTION

CIRCLE C:—30,243. Registered July 2, 1914, for J. G. Cohen Cigar Co., Seattle, Wash., and published in July 1st issue, reading "for cigars only." Should have read, "cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco."

Axton-Fisher Company to Erect New Factory

The Axton-Fisher Tobacco Company, of Louisville, Ky., has recently been granted a permit to erect a five-story factory on Twentieth Street, south of Maple. The new structure is to be of reinforced concrete and is expected to cost $25,000. It is understood that the Axton-Fisher Company will spend $25,000 more in equipping the factory and improving its present plant.

Good work is being done in Indianapolis, Ind., on Ruy Suarez & Company's "El Planco," which is being extensively featured in the prominent clubs of that city. E. L. Snyder is resident representative for the company on the brand and doing some very effective boosting and order getting.

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THE TOBACCO WORLD

AUGUST 15th 1914

Leading Features

First District Cigar Manufacturers Oppose Flat War Tax on Tobacco

War Helps and Hurts the Tobacco Industry

European Conflict May Change Sumatra Market to Shanghai

Philippine Tobacco and Tobacco Products

Label Manufacturers Prepared to Handle German Process Work

Trade Letters of Vital Interest from All Sections

Latest Reports from the Cuban Market

Latest News of the American Leaf Tobacco Markets

Registration of New Brands of Cigars, Cigarettes, Tobacco, Etc.

ESTABLISHED 1881 Vol. XXXIV No. 16

PUBLICATION OFFICES: 236 Chestnut Street, Philadelphia

F. C. LOZANO J. M. LOZANO

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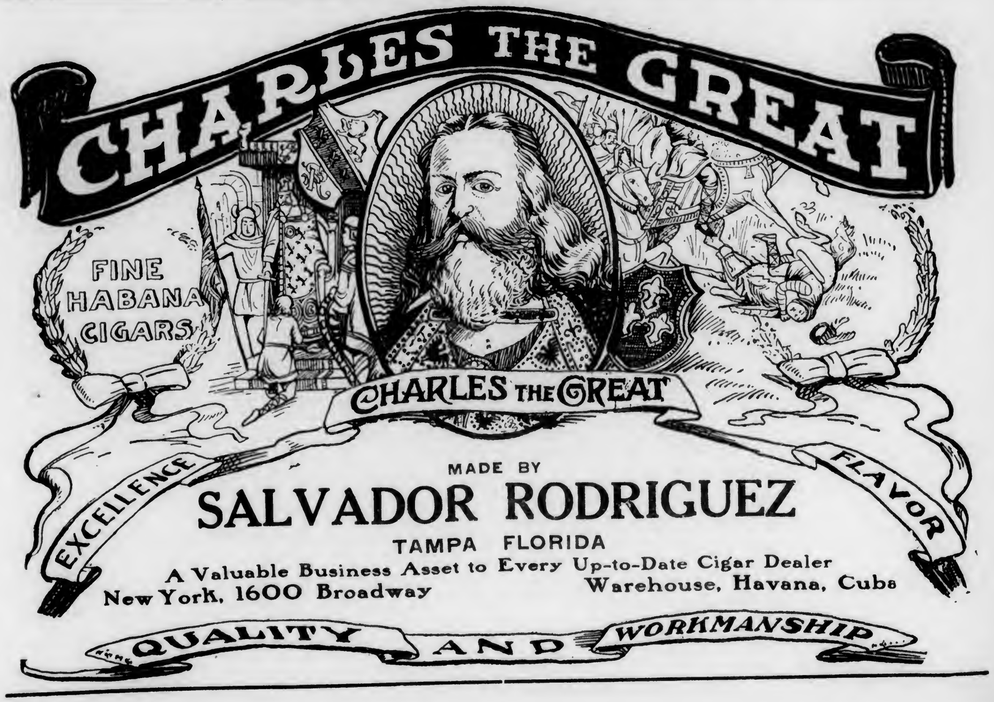

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Cremo blend
suit the taste of a vast
number of smokers

TIME an' tide wait for no man, but th' feller that knows how, can make both of 'em wait ON him an' work FOR him.

Velvet Joe

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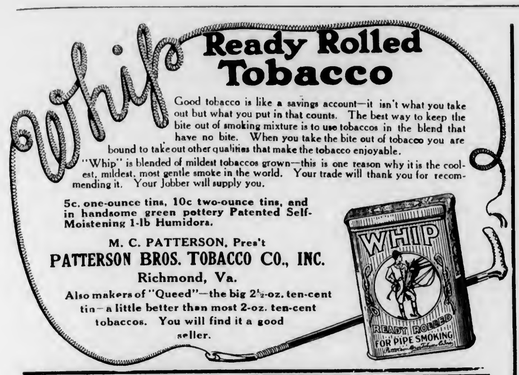
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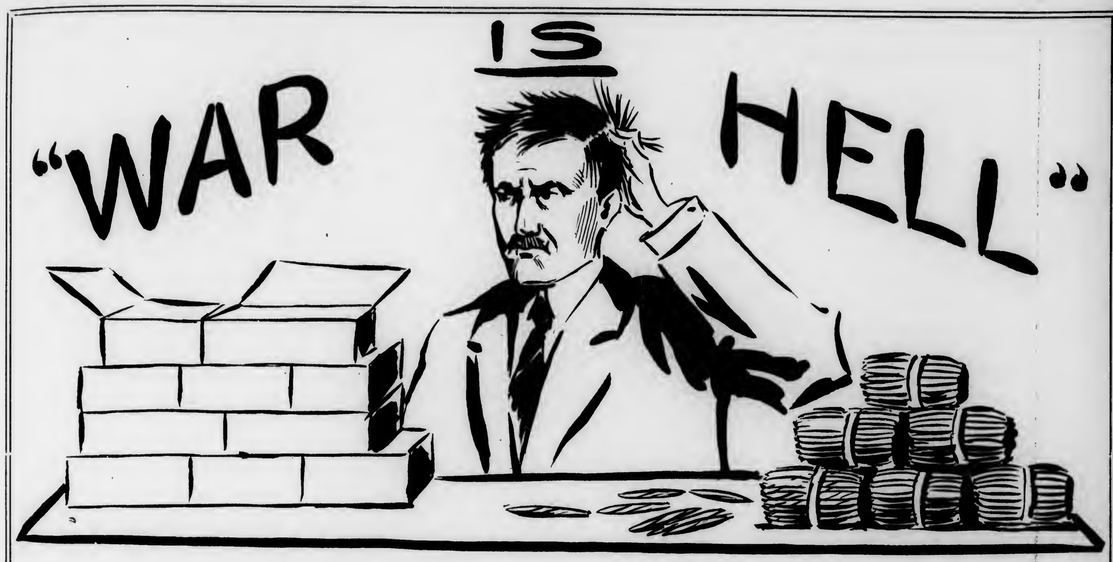

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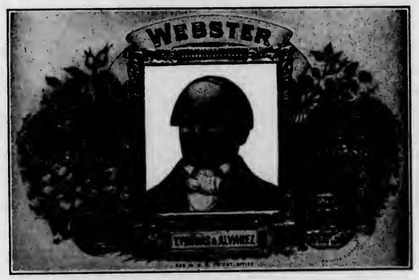

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THE TOBACCO WORLD

Vol. XXXIV. PHILADELPHIA AND NEW YORK, AUGUST 15, 1914. No. 16.

WAR ON CONTINENT HELPS AND HURTS THE TOBACCO INDUSTRY

Many Tobacco Men Marooned in Foreign Lands—Cuban Factories Forced to Close—Leaf Tobacco Shipments Held Up—Men Buy Cigars and Argue—May Put War Tax on Tobacco

THE iron hand of war holds Europe in its grip and threatens the commerce of the world. Even our own country feels the tightening of the powerful grip that is squeezing the life-blood out of Continental Europe. Imports are struck a staggering blow and the United States faces the problem of feeding the warring nations.

War brings to the United States the problem of sustaining the financial loss that this war involves. It is estimated that it will cost this country one billion of dollars; the cost to the countries involved in this titanic struggle is beyond estimation.

The problem of increasing the revenue of the country to care for this loss now faces Congress. Without doubt the stamp tax will be brought into use again, but it is doubtful if this method will be sufficient. There is talk of adjusting the Income Tax Law to include smaller incomes, thus adding millions to the national treasury each year.

The tobacco industry has suffered and the buyers of domestic leaf for foreign countries have, for the most part, ceased activities. Manufacturers in the United States face the problem of securing Sumatra and the prices of this product are destined for a rise. The inscriptions to have been held at Amsterdam and Rotterdam in September will undoubtedly have to be transferred and at the present their new location is a matter of conjecture. Cigar factories in Cuba which depend upon Europe for an outlet for their goods have been forced to close and the Cuban Government now faces the problem of caring for thousands of cigarmakers who are out of employment.

The cigar industry in the United States at the present time is showing an improvement and it is not believed that this part of the industry will be materially affected.

War talk centers in the cigar emporiums and the reports from all sections indicate that these discussions are increasing cigar sales. Wherever men congregate there are smokers and the prolonged arguments as to the merits of the various countries involved, are bringing much additional silver across the counter.

Scores of prominent tobacco manufacturers from all parts of the country are marooned abroad, some with their families, and much concern for their safety is felt by their friends. Many foreign subjects engaged in business in this country who have gone abroad for a visit to their respective countries for the summer months have found themselves requisitioned for the various armies.

Those who have for so long argued that preparation for warfare is the best way of securing peace, sit aghast at the terrible results of this theory. Europe, an armed camp in theory, is proving an armed camp in reality. Youth, the hope of the generation, is being sacrificed on the consuming altar of a terrible ambition. What the end will be none can foretell. We can only hope that the appalling loss of life with its attendant destruction of property will come to a quick end, and that from the ashes of the ruined nations may arise the harbinger of an everlasting Peace.

FIRST DISTRICT MANUFACTURERS DO NOT FAVOR FLAT TOBACCO TAX

Tobacco Industry Already Heavily Burdened—Ad Valorem Taxation Considered More Equitable—Liquors, Tobacco and Medicine Chosen to Raise $100,000,000 Loss

WASHINGTON, D. C., August 13, 1914.

THE curtailment of customs revenues has inspired the leaders of Congress to take immediate action to make good this loss, and from all appearances it will take the form of a war tax bill to be levied on liquors, tobacco and medicines.

The proposed measure is prepared with the idea of making good an estimated loss of $100,000,000. Representative Underwood, chairman of the House Ways and Means Committee; Senator Simmons, chairman of the Finance Committee, and Secretary McAdoo met today to devise methods of raising this sum.

It was announced after the meeting that several plans had been considered, but that they would not be disclosed until a decision is reached. It was stated that there would be no addition to customs duties, that was certain.

This means that the internal revenue taxes are to shoulder the burden. Secretary McAdoo was armed with the figures of the annual income from liquors and tobacco, and these will no doubt be used as a basis for the increased taxation.

The conference will be continued today.

CAPITOL.

Philadelphia Manufacturers Oppose Tobacco Tax

The First Internal Revenue District of Pennsylvania, which is the largest nickel cigar manufacturing district in the country, is largely opposed to the proposed tax on cigars and tobacco in preference to other industries.

It is needless to say that the manufacturer of nickel goods makes his profit on volume alone and that an additional tax of sixty cents a thousand will leave very little to bank on.

While it is realized that such a tax may become necessary because of the curtailment of import duties, the heavy taxes that the tobacco manufacturers pay now should guarantee them from further burdensome taxation.

A flat tax is especially repugnant and the manufacturers are practically unanimous in preferring an *ad valorem* tax if any at all is to be added.

J. J. Shea, representing Bayuk Brothers, one of the largest manufacturers of nickel cigars in the city, stated in an interview with a representative of THE TOBACCO WORLD that they did not consider the proposed additional tax on tobacco either equitable or just.

"We can see no reason," said Mr. Shea, "why the tobacco interests should be taxed any more than any other industry. Our burdens are heavy enough now. A strong fight should be made against this proposed legislation, and particularly against a flat tax. If such action is found necessary the tax should be *ad valorem* by all means and not a flat rate which will include all cigars regardless of cost."

Samuel C. Jeitles, of the firm of Jeitles & Blumenthal, in speaking of the proposed tax, said:

(Continued on Page 22)

THE TOBACCO WORLD

ESTABLISHED 1881

PUBLISHED ON THE 1ST AND 15TH OF EACH MONTH BY

THE TOBACCO WORLD CORPORATION

J. LAWTON KENDRICK, Treasurer

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Entered as Second Class Mail Matter December 22, 1909, at the Post Office, Philadelphia, under the Act of March 3, 1879.

Vol. XXXIV AUGUST 15, 1914 No. 16

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GEO. E. GILLILAND, Wash. ..... Assistant Secretary

Some manufacturers see a silver lining to the heavy war cloud and ask why the United States should not be able to build up an export trade on manufactured tobacco products. They point out that many of the factories of the different regies are closed on account of the war and that the results of the struggle will handicap the manufacture of tobacco, in those countries engaged, for a long time.

A Market for Tobacco Abroad

Tobacco, while not exactly a necessity, is an important part of the military commissary and as soon as the present supply abroad is exhausted there is bound to be a demand. Those who consider the European war in a calm light believe that the interruption to commerce cannot continue for a very great period. However, the makers of manufactured articles abroad will not necessarily be relieved by the resumption of commerce. It will take the manufacturers a long time to put their factories in working order again and to secure the help necessary for the production of tobacco products to supply a nation.

With the income from imports affected to the extent of $100,000,000 (estimated), tobacco and liquors are looked upon as likely products upon which to levy in order to cover this deficit. It is needless to say that the tobacco industry is already heavily burdened by taxes and in addition is paying higher prices for raw materials than ever before. The situation with manufacturers who use Sumatra wrapper goods is far from promising.

An ad valorem Tobacco Tax

However, the manufacturers seem to feel that if an additional tax must be placed on tobacco products that it is fairer to do it with an *ad valorem* duty rather than a flat rate, as has been done in the past. The *ad valorem* tax will graduate the burden, putting the lowest duty on the goods earning the smallest profit and the heaviest on those products which are the most profitable. This method has been suggested and it is hoped that those who have this matter in their hands will give the suggestion due consideration.

* * *

With the foreign buyers out of the field in most of the leaf tobacco markets it appears that domestic tobacco will be cheaper than ever this year. With the Havana factories closed there is no doubt but what the buyers from the United States will be able to buy Cuban tobacco at a lower figure than for many years. Tobacco from the Carolinas and Kentucky will be especially hard hit by the withdrawal of foreign competition.

War and the Leaf Market

Perhaps if the packers can hold on for a couple of years they will be able to reap a good profit, but there is not a very cheerful outlook for the grower in those states.

If this country could build up an export business in manufactured tobacco there is no doubt but what the market for leaf would be much improved.

* * *

The present proposed war tax on tobacco if it is passed will work a hardship for the many large and small manufacturers of nickel cigars in the First District of Pennsylvania. If they had been prepared to fight adverse legislation together they could no doubt have made a brave showing in Washington, and it goes without saying that a committee representing the manufacturers of hundreds of millions of cigars in one district alone would bear considerable weight at the national capital.

Cigar Manufacturers Need an Association

Unfortunately petty differences have prevented the formation of the cigar manufacturers of Philadelphia into a strong organization, and two or three tentative bodies have dissolved after a brief career. Such an association could check a hundred abuses that the manufacturers suffer among the retail trade, as well as becoming a body to be reckoned with in such times as these.

It is a matter for sincere regret that at a time when all the manufacturers should be able to stand together for concerted action, the burden of the struggle falls on a few. It is not considered that much success can come from individual efforts, but when all are bound together in a common cause they can wield a power that must and will be reckoned with.

Shipley-Massingham Representative Now Motors to His Trade

W. F. Sharples, representative of the well known Pittsburgh jobbing house of Shipley-Massingham Company, now visits his trade in a motor car and spreads the tidings of "La Saramita," "Chas. Denby" and "Court Royal" as he goes along. "La Saramita" is a product of the Shields-Wertheim Company, "Court Royal" is made by the San Telmo Cigar Company and the famous "Charles Denby" is the product of the H. Fendrich factories. Needless to say Mr. Sharples is now able to cover more territory and reports a nice increase in his orders.

"Havana Ribbons" On the Move

BAYUK BROTHERS COMPANY are enjoying their usual activity on "Havana Ribbon" sales, but are encountering serious difficulty in securing sufficient production to meet the increased demand on the brand. All of their factories are being pushed to the limit, yet notwithstanding this fact, the unfilled orders are accumulating at a pace that threatens to keep them in the oversold column for the balance of the year.

Reports on "Ribbon" progress from the various territories are most gratifying, both the firm's and the jobbers' representatives being exceptionally well pleased with repeat business.

The sales and advertising campaign presently under way in Milwaukee, where Knell & Prengle are distributers, is proving immensely successful. C. W. McFarland, Wisconsin and Minnesota representative, is in charge of the former, while Mr. Leonard, from the home force, is looking after the latter with a picked crew of men.

E. C. MacAllister, North Jersey representative, has just finished an active sales campaign in Asbury Park, where S. A. Reeves has control, and reports "Ribbons" to be the popular smoke at that attractive seashore resort.

P. T. Harris, distributer in Atlantic City, is well pleased with the way the brand is duplicating in the "World's Playground."

War Takes Stanley De Lisser to Jamaica

Owing to the situation in Jamaica brought about by the present struggle in Europe, Stanley De Lisser, well known in the tobacco trade, was forced to hurry home to Kingston, where he has plantations and interests that required his immediate attention. Mr. De Lisser sailed on Saturday from New York. He hopes to arrange his affairs in such shape that he will be able to return to this country in about a month.

Mr. De Lisser's son, Andrew De Lisser, followed him on Wednesday.

Morris D. Neumann, of the well-known firm of Neumann & Mayer, reports that the factory is busy and that a general improvement in the trade is noted.

Philadelphia Notes

Godfrey S. Mahn, manufacturer and importer, is enjoying an automobile trip through the New England States.

Albert Falk spent some time in Philadelphia this week in the interest of the Falk Tobacco Company, New York.

Frank Lopez, representing Garcia & Vega, was well pleased with the results of his stop off in Philadelphia this week.

Wm. S. Luckett, of Luckett, Luchs & Lipscomb, Philadelphia, is spending the vacation period in Canada. Mr. Luckett has just returned from a trip to the Coast which was highly satisfactory, though the journey was made in approximately six weeks.

J. Eugene Beck, representing R. A. Bachia & Company, 47 West Sixteenth Street, New York City, spent some time in Philadelphia this week, writing out orders for the cigars that are identified by the green and gold band.

The Twelfth and Chestnut Streets cigar department of the Finley Acker Company, under the direction of J. Durbin Acker, is enjoying a successful sale of the "Perla Cubana" cigar. These goods usually sell for $7 the hundred, but the quantity purchased enables the selling price to be reduced to $5 the hundred, and as these cigars are a Havana and Porto Rico blend, smokers will not delay securing a stock of these well-favored weeds.

The Manhattan Cigar Company, 111 South Broad Street, Philadelphia, are specializing on the "Flor de Luzon," a Manila cigar that is gradually forging its way to the front among smokers who prefer the product of the Far East. These cigars are packed in 25's, 50's and 100's, and constitute a convenient package for vacation use, and the five- and ten-cent sizes cater to the purse and taste of two distinct classes of smokers.

"Afco" Store Displays "Muriel" Cigars

"Muriel" cigars, made by the P. Lorillard Company and widely advertised, are making quite a hit in Pittsburgh. A. J. Fleischauer, manager of the "Afco" Cigar Company, has made a special play for the consumer on this brand as the accompanying photograph will testify. "Muriel" cigars are becoming more popular every day, and the "Afco" Company reports that the business on this brand received a splendid impetus as a result of this effort.

Cleveland

Retail Business Holds Up Well—A. C. Wertheim Back at Office—"La Saramitas" Feature Many Window Displays

CLEVELAND, O., August 12, 1914.

BUSINESS is keeping up remarkably well of late, despite the war scare. The writer has made a tour of the cigar industries throughout the city and finds them all fairly busy, even though this is the off season of the year and a great many people are away on their vacations.

The retailers are enjoying a nice transient business from the tourists and race followers. Cleveland the past few weeks has been a scene of races at Randall. Barney Oldfield, in his high-powered Fiat car, raced against Beachey in an aeroplane. This attracted several thousand people to the city to witness this new sport.

The Wm. Edwards Company are distributors for the new "Subway" cigar which is being advertised in the newspapers and has been distributed to a great many dealers throughout the city.

I. J. Mittleberger, who recently has been connected with the cigar business throughout the country, has been laid up for several weeks with an attack of rheumatism and is again just able to get around.

Hi Hammer, of Corral y Wodiska Company, has just returned from a trip throughout his territory and reports conditions have been very favorable for an early fall business. Mr. Hammer expects to be in town for several weeks, keeping in touch with his trade here.

Nate Seidman, of The Seidman Company, reports business in his several stores as being all that he could ask for this season of the year.

Robert Heiney, former manager for the Joseph T. Snyder cigar stores here and now connected with R. J. Seidenberg & Company, is in town relieving manager H. R. Parker in Seidenberg's Hotel Statler stand.

H. R. Parker is spending several weeks at Conseus Lake, N. Y.

Jack Hawley has just been added to the Seidenberg force and gives promise of being a very capable cigar man.

The Empire Cigar Store, owned by George Bassett, has taken a great spurt since the theatrical season has opened and gives promise of being the best season the store has ever known.

A. C. Wertheim, of The Shields-Wertheim Company, is back from a two weeks' visit to Maplewood Beach, where he went for a short rest.

M. H. Loveman, who formerly ran Loveman's Palm Garden, is now located where the Berghof used to be. He has spent considerable money in remodeling the interior and has made it one of the most-talked-of places in the city. Mr. Loveman has added a Chinese restaurant to his bar and is catering to a large following.

The H. C. Christy Company, wholesale grocers, have just moved into their new building at Twenty-third and Lakeside. The new building is up-to-date in every feature and absolutely no expense was saved to make the cigar department modern in every respect. Mr. Monroe is in charge of this department and looks forward to a big increase for the coming year, as they are able to handle the cigar department better than ever before.

Jos. Klein, of Larus Brothers, manufacturers of "Qboid" and "Edgeworth" tobaccos, dropped in for a couple of days on his swing around the territory.

Bert Smith, of the Shields-Wertheim Company, who has been laid up with a severe attack of rheumatism at Mt. Clemens, is again able to get around and is making a swing around his territory with "La Saramitas" and "Saramita Fives."

Dick Cuthbert, advertising manager of the Shields-Wertheim Company, is getting in some extremely attractive window displays, both on "La Saramitas" and "Saramita Fives." His displays have created a lot of well-deserved praise, as they are entirely new and varied.

M. W. Mendelsohn, of the Mendelsohn Cigar Company, who was in town the past several weeks, left for his home in New York City well satisfied with business here.

S. Simons, of Montreal, a large cigar manufacturer, is spending his vacation at Maplewood Beach Hotel.

JERRY.

William Steiner, Sons & Company Ready to Supply Labels

Elsewhere in this issue appears a very timely announcement from William Steiner, Sons & Company, the old reliable firm of American lithographers, with offices at 257-265 West Seventeenth Street, New York City. Established in 1870, they have forged ahead, until today the names "Steiner" and "Sterling" are synonymous. Many American manufacturers are familiar with the splendid work of this company. Also, there are others who, ignoring home manufacture, have patronized the German lithographers. It is to these latter, particularly, that William Steiner, Sons & Company direct their message.

German hostilities will to a great extent lessen the foreign importations, among which will be the labels and bands supplied to American consumers by the German manufacturers. Naturally, apprehension is bound to be felt, but to the credit of our American manufacturers, be it said, that there is no need for alarm. A visit to the factory of the Steiner Company will disclose the fact that the firm of William Steiner is equipped with every modern device in the way of machinery for producing labels and bands, and they wish to emphasize the fact that they are exclusive manufacturers of the German Process cigar bands, which are equal to a majority of the imported bands used today. They also state that they are in a position to make very prompt delivery.

Manufacturers desiring samples and prices will have prompt attention given to their applications. They are also assured of receiving high-grade work from this very excellent company.

Popular Cuban Brand for New York

Within recent months the island of Cuba has given a great deal of attention to the brand of cigars known as the "Flor de Marsans," named after the well-known Cuban ball player who was with Cincinnati and then jumped to the Federal League. The cigars have proven immensely popular and the factory, which is owned by a syndicate of well-known Cubans, is looking out with a view toward entering the American market.

It is reported that arrangements are now under way whereby a well-known imported cigar representative will shortly take over the line and start a big campaign on them commencing in the New York market.

Ed Wodiska Traveling in Europe

Among the Americans marooned abroad is one well-known cigar man in the person of Ed Wodiska, of Corral, Wodiska y Ca., Tampa, Fla.

The latest news received from Mr. Wodiska was about two weeks ago, and stated that he was en route for Spain, and his friends in Philadelphia accordingly feel little concern for his safety.

For Smokers Who Like Cigarettes

A new possession for any smoker of cigarettes is a small and efficient cigarette-making machine. It takes the form of a small nickel box with a hinged cover and a screw in one end. When you open the box you see a depression just the size of a cigarette, running the length of the box. Into this you press some tobacco. Then you close the cover and turn the screw a few times until the tobacco is pressed into a compact little roll. You open the cover and insert over the tobacco roll the edge of a cigarette paper. Close the box again and turn the screw until all the cigarette paper has disappeared within the box—and the cigarette, after the customary moistening to keep the paper flat, is finished.

EUROPEAN WAR MAY SHIFT SUMATRA TOBACCO MARKET TO PORT OF SHANGHAI IN CHINA

Under Present Conditions Inscriptions Not Possible at Amsterdam—Shanghai Admirably Situated to Become New Sumatra Market

NEW YORK, August 10, 1914.

THE European war has already created a new center. American tobacco merchants, particularly the importers of Sumatra leaf, believe that Shanghai, China, will supplant Amsterdam, the present meeting place for those engaged in the trade, as the distributing point for Sumatra tobacco.

Among the New York importers the opinion is freely expressed that under the present war conditions the holding of tobacco inscriptions at Amsterdam is not possible, and that conditions subsequent to the war must serve to hinder rather than help a tobacco market at that point.

Geographically, Shanghai is admirably situated for the collection and distribution of the Sumatra crop, and with the new and the added shipping facilities brought about through the opening of the Panama Canal, the China metropolis is brought nearer the New York market by many days. Last year, New York leaf merchants, alone, imported 20,000 bales of Sumatra, and the demand for this type of tobacco by American manufacturers of cigars has been steadily increasing. Every year Amsterdam has drawn thousands of buyers to its tobacco market and handled millions of dollars that passed between growers and merchants.

Shanghai possesses excellent shipping and harbor facilities, and a considerable amount of capital in the Sumatra leaf business is furnished by merchants and capitalists engaged in business in that particular section of China. At the time Shanghai is a free port, and under the peculiar conditions governing the existence of that city it must remain a neutral port.

There is probably no other city in the world that may be affected less by war between the various nations than Shanghai. The city, a foreign settlement, is governed by its own people, with autonomy guaranteed by powers that are not likely to decree that its present status or its government be changed. The permanence, therefore, of Shanghai appeals to the men engaged in the Sumatra trade, and the new market place, though born of necessity, will probably remain through choice.

KNICKERBOCKER.

Louis Zeeman, formerly superintendent of Sulzberger-Oppenheimer Company branch of Theobald & Oppenheimer Company in Philadelphia, is now connected with the Sig C. Mayer & Company cigar factory.

M. W. Berriman, of Berriman Brothers, left New York last Sunday for a quick trip to their Tampa factory. Mr. Berriman is an optimist despite all uncheerful conditions in the trade and is planning along big lines for their fall and holiday trade.

C. W. McFarland, factory representative of Bayuk Brothers, Philadelphia, Pa., recently closed negotiations with the Knell & Prengel Company, of Milwaukee, Wis., whereby they will become the distributors in this market of the well known "Havana Ribbon" cigars. Mr. McFarland will lend his personal aid to the campaign that the new distributors intend to launch on the brand.

A Message From Kaufman, Pasbach & Voice

The old saying, "Make the best of your opportunities," is strikingly illustrated in this issue of THE TOBACCO WORLD by the very clever and attractive full-page advertisement of Messrs. Kaufman, Pasbach & Voice. These well-known lithographers need no introduction to our readers. Always alert to grasp those opportunities which make for the betterment of their business, they have accurately weighed the possibilities and benefits to be derived through present existing conditions in Germany. To this end, their bid for business, heretofore largely given to German lithographers, should be far-reaching in its effects.

Now that foreign importations are out of the question for an indefinite period of time, and inasmuch as there is bound to be a cessation of manufacture along the lines in question, due to workmen having been drafted in the army, Kaufman, Pasbach & Voice step into the breach. They state that they are prepared to do first-class work on labels and cigar bands via their high-grade German process. They state, also, that they are able to offer a substitute which will not only prove satisfactory, but will prove a boon in the saving of considerable money.

German competition, from the lithographic standpoint, has ever been a source of worriment to the American manufacturers. Unable to obtain American workmen at the low wage offered by their German rivals, they have found themselves greatly handicapped in competing, not only for domestic, but for foreign trade as well. But changed conditions have now given Kaufman, Pasbach & Voice an advantageous lead. They are familiar with the German process and possess every facility for turning out any amount of work in a speedy and efficient manner. During the past year the treasurer of the company, B. S. Rosenbaum, made an extended trip through the West Indies and the northern part of South America, where he learned that the meritorious work of the firm of Kaufman, Pasbach & Voice was proving successful in competing against foreign manufacturers.

Henry Riesenberg Safe With Family in London

Henry Riesenberg, the well known representative of Bobrow Brothers, has cabled the firm of his safe arrival in London with Mrs. Riesenberg and their son and daughter. The family had been staying in Paris and fears were felt for their safety until the reassuring cable arrived.

In a letter to the firm, dated August 4th, and written in London, Mr. Riesenberg says he will never forget the scenes he has witnessed. He writes that thousands were without funds in Paris when news of the threatened embroilment of France reached that city. Their efforts to secure funds on their checks on French banking houses were pitiable. On the other hand, he states that there were hundreds with plenty of gold trying to buy passage on ships already crowded, and that their pleadings for accommodations were without success.

Mr. Riesenberg says that all their possessions, including jewelry, trunks, clothes, furs, etc., and even most of their funds, were left in Paris, so great was their haste to get away from that city before the war cloud broke.

Chicago Manufacturers See No Cause for Higher Prices

Tobacco manufacturers in Chicago scout the idea that stock ought to be higher owing to the war. They declare that only such things directly affected, either in supply or in demand, ought to be raised. They claim that the feeling that everything should be high just because a war is in progress on the other side of the world is all wrong. The general feeling is that if everybody in the trade sits tight and refuses to rock the boat no harm will be done.

FIRST DISTRICT MANUFACTURERS DO NOT FAVOR FLAT TOBACCO TAX

(*Continued from page 15.*)

"If they must have this tax it is certainly more fair and equitable to take it on an *ad valorem* basis. However, this system opens the door for dishonest practices, but we would favor it if the method used would insure fair and honest dealings in the matter of collecting the tax."

G. M. Lex, of the "44" Cigar Company, stated that the firm felt that the tobacco industry was taxed enough already. "We are opposed to any further taxation on the cigar industry, and certainly feel that it is unfair to place the whole burden on one or two industries," said Mr. Lex. "If there must be a tax we favor the *ad valorem* system in preference to the flat tax. We, however, are opposed to any further tobacco tax at all."

A. M. Schwarz, of Bobrow Brothers, said that if tobacco is to be taxed because other nations are at war, he wanted to know how much the cigar manufacturers have to pay if the United States should become involved? His statement follows:

"The proposed raise in revenue tax on cigars because there is fear of a deficit makes us shudder when we stop to think what might happen should this country become involved."

In regard to the situation Otto Eisenlohr & Brothers have given THE TOBACCO WORLD the following statement:

"We think there should be no hasty action by Congress, looking to extraordinary taxation, as it is quite likely that such embargo as now exists upon general commerce will not be of long duration. However, should an additional tax eventually become necessary, we see no reason why all of the proposed increased taxation should be borne by practically two industries. The tobacco trade already is very heavily taxed, and we are of the opinion that a revenue to make up a National deficit in an emergency should be obtained from various sources, so that the entire burden would not be placed upon a few lines of trade."

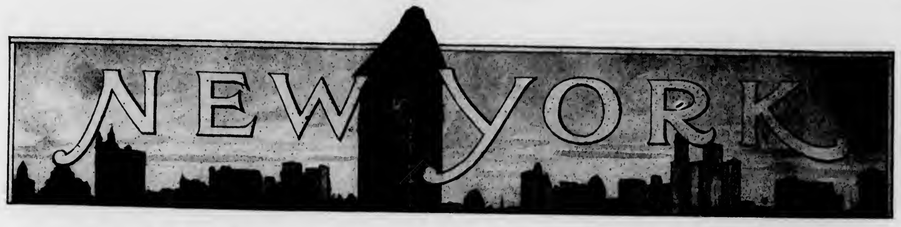
Albert Breitung Stranded in Germany

Albert Breitung is among the prominent citizens of Chicago who are marooned in the war zone of Europe. Mr. Breitung, as is well known to the trade, owns a number of the largest retail cigar stores in the city, and also does a small jobbing business in cigars. He had just about completed his trip when the war bubble burst. He had reached Hamburg, the seaport of Germany from which most vessels sail to this country, when the crash came. Even then Mr. Breitung thought he was safe, as he had succeeded in booking passage on a large steamer due to sail for home in a few days. The vessel was withdrawn from service by the government, however, and Mr. Breitung was left stranded on the shores of the Fatherland whence his ancestors sprung. He has cabled to his family in Chicago that he is all right, and will be home as soon as he can book passage again.

G. W. WHITCOMB.

Garcia & Vega, who are among the "Made in Bond" manufacturers, have secured a new outlet for their product through the Manhattan Cigar Company, 111 South Broad Street, Philadelphia, which carries a complete line of these high-grade cigars.

W. R. Campbell has tendered his resignation as sales manager to Stephano Brothers, Inc., the prominent Philadelphia cigarette manufacturers.



Rodriguez-McKee

THE many friends of Fernando Rodriguez have been sending him congratulations upon his recent marriage in Tampa to Mrs. Claire Woolridge McKee.

Mr. Rodriguez gave no intimation to his friends when he left New York to go to Tampa that he intended to forsake his bachelor's estate, but the news occasioned no surprise when it is recalled that his bride, who is a member of one of Tampa's most prominent families, had been a childhood friend of Mr. Rodriguez.

It is understood that Mr. Rodriguez has bought a home in Tampa and that he will probably divide his time between that city and the New York headquarters of "Charles the Great" at 1600 Broadway.

Salvador Rodriguez, of the firm, will return South in a few days.

Fonseca Orders Held Up By War

F. E. Fonseca, of the Fonseca factory, Havana, and the manager of the Castaneda factory in Havana, left New York last Sunday for Havana by rail.

The outbreak of the war has put this factory as well as others in an embarrassing position as far as shipments are concerned. Big orders for Europe, where both "Castanedas" and "Fonsecas" are widely smoked, have been held up in New York in bond with no ships to take them to the other side.

American Tobacco Issues Scrip Dividend

The American Tobacco Company has declared the customary 5 per cent. dividend on its common stock in the 6 per cent. scrip, or notes of the company due one year from September 1, 1914, with interest payable semi-annually.

The following statement was issued: "The president stated through the board that this is the regular meeting for the declaration of dividend on the common stock of the company payable September 1; that the earnings and surplus of the company fully justify the payment of the regular dividend of 5 per cent.; that under ordinary circumstances the financial situation of this company would justify such payment in cash, the indebtedness of the company being considerably exceeded by its cash in bank. He stated further, though, that the time for the marketing of leaf tobacco has already arrived as to some of the types, and was approaching as to other types, and that the needs of the company for ready money would therefore be considerable. In view of the European war situation and the derangement of finances incident thereto, he suggested that it would be the part of conservatism and wisdom to pay the customary 5 per cent. dividend in the 6 per cent. scrip for notes of the company due one year after September 1, 1914, with interest payable semi-annually."

President Hill was asked whether the European situation would have a bad effect on the company, and he stated that it would not except in the matter of marketing of leaf tobacco, but that the action taken by the board was precautionary wholly.

Pappas Big Rug Premium

THE Pappas Cigarette Company, whose factory is in Buffalo, and New York office at 24 Stone Street, have brought out a premium offer on their cigarettes which overtops anything in the rug line yet seen. Hitherto we have had the small miniature rugs packed in the boxes, but under certain conditions smokers who buy the Pappas cigarettes can obtain a genuine oriental rug of a size sufficient to make a fine addition to the floor furnishing of any room.

The offer has been featured during the past week in the window of Snyder's new store at the southeast corner of Forty-third and Broadway.

Camp Cigarettes Go Well

The Camp Importation Company, 105 West Thirty-ninth Street, makers of the "Camp" cigarettes, have been making strides in the introduction of their brand and have recently placed them on the New York Central lines, in the Pullman cars and on the leading Coast steamship lines. The goods have also been featured in the "United" stores in Chicago and have sold exceptionally well.

The company have been giving away a splendid aluminum cigarette case holding twenty cigarettes to purchasers of 1000 lots and this has stimulated thousands of sales.

Wm. C. Camp, who looks after the Chicago market, has been in New York during August, but expects to go West next week.

Harry Roberts, of the "King's Club" factory, Tampa, has been in New York for several days past after an automobile tour up to Saratoga Springs. Mr. Roberts is here strictly on pleasure bent and brought up his car and driver with him. He will remain North till about September first.

Pasbach-Voice Company Prepared for Heavy Business

The Pasbach-Voice Lithographing Company, who recently purchased outright the entire plant, good will, etc., of the Julius Bien Company, in addition to taking over the Bien headquarters at 140 Sixth Avenue, have recently secured 30,000 additional square feet of space in the Zinn Building at 556-560 West Twenty-fifth Street, and 210-216 Eleventh Avenue. This location is at the southeast corner of Eleventh Avenue and Twenty-fifth Street, and without doubt is a most desirable location for lithographic requirements. The building contains every up-to-date improvement and admits an abundance of light on all sides.

Messrs. Pasbach & Voice are personally superintending the installation of a brand new outfit of machinery, which will become immediately operative in conjunction with their Sixth Avenue plant.

A cordial invitation is extended to the trade to visit the new quarters of the Pasbach-Voice Lithographing Company. It will be seen from their advertisement on another page of THE TOBACCO WORLD that the company is looking forward to a heavy increase in business and that they are well prepared to care for the same.

KNICKERBOCKER.

Key West

Local Trade Endorses "National Cigar Day"—Must Pay $10 a Thousand for Made-in-Bond Stamps—E. H. Gato Receives Heavy Orders for Holiday Goods—Story of Key West to Appear in Book Form

KEY WEST, FLA., August 10, 1914.

TRADE is still moving along at the summer gait. The cigar factories are enjoying a fair demand for their products and here and there forces are being added to, a thing unusual at this period.

Advance orders for fall and holiday delivery have already commenced to come in and in some instances aggregate a very healthy volume.

Maybe jobbers and retailers are arranging to have their demands filled early so as to avoid the disappointments of former years.

Advices received in this city this week state that several of the largest factories in Havana have closed indefinitely owing to the cancellation of orders by their patrons in Europe, as the result of the war now in progress. These factories also do a fair business in this country, but would probably find it unprofitable to operate solely for United States business. This would seem to indicate rather better business for the clear Havana shops of this country which will also be benefited by the drop in leaf prices which may naturally be expected to follow.

The Collector of Customs at this port handed our bonded factory managers another surprise since my last letter, when he informed them that all stamps which had been used on bonded goods would have to be paid for at the rate of $10 per thousand. In future these supplies will be furnished on written application, which must in every instance be accompanied by the coin. There does not seem to be any neck breaking races to bond, however. I understand that one of the larger concerns has practically decided to enter the ring at a very early date.

M. F. McLeod, Southern representative of the American Tobacco Company, was a caller recently on the trade in the interest of "Sovereign" cigarettes.

Francisco Fleitas, of S. & F. Fleitas, left last week for Havana, where he will put in several days selecting and purchasing leaf for the use of the "Homerica" factory. During the absence of Mr. Fleitas things at this end will be taken care of by Segundo Fleitas, senior member of the firm.

Orders for fall and holiday goods, 40th and 80th packages, have commenced to come in to the office of the E. H. Gato Cigar Company. The calls thus far received for these goods amount to over 500,000 cigars. Secretary Thomas H. Gato is back from a short business trip to Havana. Shipments by this company to the Pacific Coast are on the increase.

The Martinez-Havana Company made their first shipment of cigars to the Pacific Cigar Company, their newly-appointed distributers in California. They expect through this connection to vastly increase their trade in that section. Don Luis Martinez, who had been spending several days at the factory, has returned to Cuba. A cablegram from New York headquarters announces the election of the following officers for the ensuing year: Luis Martinez, president; Eladio Martinez, vice-president; James D. Conner, secretary, and Juan Ventosa, treasurer. Carlos Martinez and Eladio Martinez were also added to the board of directors.

Fire was discovered on the premises of the Carlos Cremata cigarette and cigar factory at mignight of July 28th. The blaze was quickly put out, but not before it had succeeded in destroying the sweating and drying rooms and slightly damaging the factory building. Loss, about $900. No insurance.

John F. Navarro, formerly a cigar manufacturer of this city, but now engaged in the leaf business in Gotham, who has been visiting relatives and friends here for several days, left on August 1st for New York. He was accompanied by the family of J. M. J. Navarro, manager of the branch factory of the E. H. Gato Cigar Company.

Trade is in excellent shape at the factory of the Havana-American Company, and they are fast increasing the number of workmen on the cigarmaking floor. Since last writing, President A. L. Sylvester was an arrival in town. After spending a few hours at the office he left for Cuba.

Key West will soon be connected to Stock Island by a road which the County Commissioners will start work on within the next thirty days. This will afford our citizens excellent sites upon which to erect their residences and will add a large area of land to this city.

J. A. Willis, editor of the morning paper, is compiling a book entitled "The New and Greater Key West, Told in Picture and Story," to be published the first part of September. He will be assisted in this work by several of our citizens, among whom will be John Wardlow, president of the Ruy Lopez Company, who will edit the portion devoted to the "Key West Cigar Business."

Jaime Pendas, manager of "La Diligencia" factory of Moreda & Company, is back from a two-weeks' visit to the plantations and leaf markets of Cuba. He made large purchases of leaf for the use of his house, although prices are soaring pretty high.

Albert Smith, of the new cigar manufacturing firm of Smith & Kemp, of Macon, Ga., arrived in town last week and will leave shortly for his new location, accompanied by him family.

The local trade unanimously endorse the idea of observing October 12th (Columbus Day) as a National Cigar Day, and will do everything in their power to boost it.

The proposition to have the city government erect a hotel through the issuance of bonds has fallen through, the city attorney having advised that the bonding of the city for that purpose would conflict with the charter, increasing the amount of indebtedness above that authorized by the State Legislature.

INGLACITA.

Tobacco Statement

Importations for two weeks ending August 8, 1914:

Withdrawals of leaf from bond	524	"
Importations of leaf in bond	243	bales

Cigar Shipments for Two Weeks Ending August 10th, Via Mallory Steamship Line to New York, Mobile, Galveston and the East and West Coasts of Florida.

	Cases
S. Bachman & Co., San Francisco	60
S. Bachman & Co., Los Angeles	2
A. B. Greenwald Cigar Co., Los Angeles, Cal.	11
Pacific Cigar Co., San Francisco	7
Hart Cigar Co., Portland, Ore.	12
C. B. Lowenson, Butte, Mont.	9
J. & B. Moss Co., Cincinnati, O.	2
Cortez Cigar Co., Savannah, Ga.	20
Lamar & Rankin Drug Co., Atlanta,	3
W. Koen & Co., New Orleans, La.	9
Best & Russell, Memphis, Tenn.	2
Moore & Jones, Nashville, Tenn.	2
E. J. Rose & Co., Tacoma, Wash.	2
Tampa-Cuba Cig. Co., Tampa, Fla.	2
Metropolitan Cigar Co., Denver, Col.,	2
W. H. Harris Groc. Co., Richmond.	2
Short Bros. Cig. Co., St. Paul, Minn.,	7
Hemenway & Moser Cigar Co., Salt Lake City, Utah	3
Thomas W. Short Cig. Co., St. Paul,	2
Phillips-Travick Co., Nashville	2
Park & Tilford, New York	121
Geo. W. Nichols & Co., New York	31
United Cig. Stores Co., New York	30
Reymer Bros., Pittsburgh, Pa.	2
Godfrey S. Mahn, Philadelphia, Pa.	11
W. T. S. Cristfield, Jersey City	2
Chas. M. Decker, East Orange	2
W. A. Davis, Syracuse, N. Y.	2
Duncan & Morehead, Philadelphia	11
Dusel, Goodloe & Co., Philadelphia	8
Joseph Way, Philadelphia, Pa.	4
Kingshaker Cigar Co., Kansas City,	2
Robinson, Tate & Co., Lynchburg	2
Vandeman & Lewis Co., Jacksonville,	2
Lilly, Dungan & Co., Baltimore	6
Davidson Bros., Houston, Tex.	4
Nelson, Davis & Co., Austin, Tex.	3
Chas. L. Davis, Austin, Tex.	2
M. A. Gunst & Co., San Francisco	2
M. A. Gunst & Co., Los Angeles	2
Capital City Tob. Co., Savannah	3
C. M. Gudnecht, Philadelphia, Pa.	2
Jacob Mitchell, New York	2
Julius Fried, Butte, Mont.	2
Eugene J. Stoltz, San Francisco	2
Valoft & Dreux, New Orleans, La.	2
R. D. Burnett Cigar Co., Birmingham, Ala.	2
Platter Tob. Co., Dallas, Tex.	2
Houston Drug Co., Houston, Tex.	2
United Cig. Stores Co., New York	12
Geo. W. Nichols & Co., New York	7
Lowden & Co., New York	7

Tampa Tips

Tampans Abroad Source of Worry—Mortimer Regensburg Back at Factory—John Boltz Returns from Vacation in Quaker City

TAMPA, August 10th.

WHILE other cities throughout the country are keeping the wires and cablegrams (wherever it is possible to obtain such service) busy, in an effort to ascertain the whereabouts of their citizens marooned abroad, Tampa, also, is on the job endeavoring to obtain information regarding her own proteges, among them being Mr. and Mrs. P. Rey, prominent members of the Spanish colony in this city. Mr. and Mrs. Rey departed from Tampa in the forepart of June, going direct to Spain, and later they intended to visit Paris and London before returning to Tampa. If their plans were carried out as originally intended they are probably in Paris at the present time. Mr. Rey is the junior member of the firm of Cuesta, Rey & Company, the renowned manufacturers of the "Cuesta-Rey" cigars.

Another Tampan who is at present abroad is Mrs. M. Stachelberg, mother of Edgar J. Stachelberg, the vice-president and general manager of the Sanchez y Haya Company. Mrs. Stachelberg is accompanied by her two daughters and is thought to be in France, although Mr. Stachelberg states it is probable she may be in Germany.

Mr. and Mrs. Celestino Vega and son have returned to Tampa after having spent several weeks in Havana, where Mr. Vega bought some tobacco for his big factory in West Tampa.

Mrs. Joaquin Lopez, widow of the late well-known Joaquin Lopez, has returned to the city for the purpose of settling up her personal affairs and will then return to her old home in Spain, where she intends to reside permanently.

John W. Ross, who makes his headquarters at Jacksonville, and occupies the position of Florida manager for the R. J. Reynolds Tobacco Company, also spent a few days here recently.

Mortimer Regensberg, of E. Regensberg & Sons, is back again in Tampa, having arrived a day or two ago from New York, where he has been for quite a period. Mr. Regensberg intends to spend several weeks here and in Cuba.

William Solomon, who has been connected with the P. Lorillard Tobacco Company, making his headquarters at Jacksonville, has been transferred to this section.

John Boltz, of Boltz, Clymer & Company, is back again at the factory, after having spent some time at the Philadelphia offices of the company, and reports himself very well satisfied with present conditions, not only in the East, but in the Middle West and on the Pacific Coast, also.

Francisco Bolano, who so ably manages the bonded factory of Grommes & Elson, is now visiting at the Chicago factory of the company.

Good business is reported at the "C. H. S." factory of Val Antuono.

A. Santaella Y Ca. are kept busy putting on cigarmakers to keep up with the demand for orders. "Optimos" are going well, and conditions generally are very satisfactory.

PERFECTO.

Henry A. Toplitz

IN the recent organization of the Pasbach-Voice Lithographing Company, the management were fortunate to secure the services of Henry A. Toplitz, who, acting in concert with Mr. Abram Voice, will look after the office and sales detail and incidentally cover the Metropolitan territory.

Mr. Toplitz is a born New Yorker and his ideas are thoroughly up to the minute. After graduating from the College of the City of New York in 1907, he accepted a position with Wm. Steiner, Sons & Company and continued with them for seven years, resigning to come with the new house.

HENRY A. TOPLITZ

In latter years, Mr. Toplitz was the Western representative for Steiners, and he achieved a wide measure of success over that difficult field. He stated that one of the most gratifying incidents of his new association was the kindliness and messages of good will which had reached him from his friends and customers in the West.

Mr. Toplitz is a young man with ambitions and ideals and his work with the Pasbach-Voice Lithographing Company will be closely watched by many friends who hope he will achieve to the utmost.

W. B. Cobb in New York

W. B. Cobb, president of the Hernsheim Cigar Company, of New Orleans, has been in New York for some days past and has made several important deals for the distribution of their widely-known brands of "King's Court" and "Capulet."

The "King's Court" brand will be featured by the new A. H. Hillman Tobacco Company, who recently opened on Broome Street.

Mr. Cobb made a flying visit to Boston on the 8th, returning last Wednesday to New York.

Captain William Phelan, who is known to hosts of cigar men as the skipper of the P. & O. steamship "Olivette," plying between Tampa and Havana, has been vacationing in New York this month, making his headquarters at the Elks' Club.

Pittsburgh

Arnheim-Herz Company Features "Reynaldo"—"Muriel" Brand Displayed in "Afco" Windows—"La Saramita" Cigar Has Steady Call

PITTSBURGH, PA., August 12, 1914.

THERE is a slight improvement in the downtown trade and by the first of September business should again be normal.

The Bock-Stauffer Company have taken on the "El Roi-Tan" brand, formerly distributed by the Siller-Narten-Barnes Company. They have also taken on the "Class" five-cent cigar. Both these brands are manufactured by the Seidenberg Company, of New York. The Messrs. Richardson and Guthridge, of the Seidenberg Company, will at once start on a two-years' campaign on "El Roi-Tan" in Pittsburgh and vicinity. The Bock-Stauffer Company should have quite a success on this brand. They have given up the "Owl" cigar, manufactured by the United Cigar Manufacturing Company, and will work consistently on "Class." The Bock-Stauffer Company are getting things in shape to move in their new building on Penn Avenue. They have taken the old Arnfeld Clothing Building and will remodel same to suit the tobacco end. They will have one of the finest jobbing houses in the state.

Reymer Brothers have some very nice window displays. They are featuring their "Florencia" stogie, which is one of their best two-for-five sellers. They are also featuring the "Principe de Gales" cigars in eighteen (18) sizes.

The Arnheim-Herz Company are having quite a campaign on "Reynaldo" cigars. They have some of the very best windows in the downtown section. The May Drug Company are also featuring this brand. Last Saturday every store retailing the "Reynaldo" cigar gave away a German silver ash tray with every fifty-cent purchase of this cigar, which helped considerably.

The Seventh Avenue Hotel cigar stands are featuring "Robert Burns" cigars this week. They have a very nice window display of same.

The "Robert Burns" and "Owl" cigars and the balance of the United Cigar Manufacturing Company brands are being distributed by the Siller-Narten-Barnes Company in this territory.

The W. J. Gilmore Drug Company, who have recently taken on the "Corina" clear Havana cigars, manufactured by Jose Escalante & Company, Tampa, report business on this brand very satisfactory. A few of the dealers handling this brand are: The May Drug Company, nine stores; McCullough Drug Company, three stores; Henry Hotel and the Colonial Hotel.

Joseph Zimmerman is still doing business at the old stand. Since the Victoria Theatre opened up last Saturday they will have quite a rush between intermission and after the show.

The Afco Cigar Company had a very nice display on "Muriel" cigars, the new brand manufactured by P. Lorillard Company, and distributed by the Siller-Narten-Barnes Company in this territory. This firm should have quite a success on this brand.

The following visitors were in town: Preston Herbert, vice-president of the United Cigar Manufacturing Company; Val. Keogh, representing M. A. Gunst Company; T. M. Miller, representing Bower Cigar Company, Mansfield, O., manufacturers of the "Ampere" cigar (Shipley-Massingham Company are the distributors for this brand); W. W. Rosebro, representing Morgan Cigar Company, of Tampa, makers of the "Juan de Fuca" (F. I. Clemens, Park Building, is the distributor).

The Pinkerton Tobacco Company is now working this city, using a large United States flag with each five-cent package of "Red Man" tobacco. This brand has been showing a consistent growth and the new deal will help it along from indications.

"New Bachelor" cigars are enjoying a big sale in the Pittsburgh district, being stimulated by the cutter deal. The cigar cutter being given away is quite attractive and serviceable.

"Court Royal" cigars are going nicely in Pittsburgh. Shipley-Massingham Company are the distributors for this brand.

Shipley-Massingham's representative, W. F. Sharples, is making his rounds in an "Oakland" with a box on the rear advertising "Charles Denby," "Court Royal" and "La Saramitas."

Moore Brothers, the live cigar dealers of Bellaire, O., are having a big run on "Court Royal" cigars.

"Cuesta-Rey" cigars are growing in favor every day in this territory.

A. J. F.

Tampa Cigarmakers Show Poor Judgment

TAMPA, August 7th.

Because their demand that the wrapper selector foreman be discharged, was refused after an investigation by Edgar J. Stachelberg, vice-president and general manager of the factory of Sanchez y Haya, located at Seventeenth Street and Fourteenth Avenue this morning, the entire force of cigarmakers and workers in the factory walked out in a body, declaring their intention of going on strike. Upon investigation of the demand made that the foreman be discharged, it was learned that it was due to spite work upon the part of one man who is said to have had a personal grudge against the foreman. The strikers remained in the vicinity of the fectory, and when it was thought that some of them might resort to violence, a call was sent in for the police, which was responded to by Lieutenant Thompson, in addition to some six or eight patrolmen. When the strikers refused to disperse, six or seven disorderly ones were placed under arrest.

Manager Stachelberg stated that he would close the factory for two weeks, inasmuch as the cigarmakers have walked out. He feels that when he is ready to resume he will have but little difficulty in obtaining first-class cigarmakers, inasmuch as the city is being rapidly filled with many from Havana, where all the big factories have closed down. The cigarmakers in the employ of Sanchez y Haya, who went on strike, will doubtless find that it will not be so easy to make other connections under existing conditions.

PERFECTO.

New Factory for Curry & Smith

Announcement comes from Curry & Smith, cigar manufacturers, located at Orlando, Fla., that their new building in that place will in all probability be ready for occupancy about October 15th. The excavations for the foundations have been already started and are fairly well advanced. The new structure will be practically four stories in height, although the lower floor might be considered as a basement, being partly located below the surface of the ground. The dimensions of the new factory are forty by sixty feet and will provide accommodations for twice the number of workmen now employed. The ground was purchased by private subscription among the citizens, which carried with it the condition that the factory should manufacture in Orlando for ten years at least.

"Stag" Flags Form Coat for Tobacco Salesman

"Stag" tobacco, made by the P. Lorillard Company and known from coast to coast, has been giving souvenirs that have been put into practical use by one of the salesmen for the brand.

Milton Guttman, who serves the dealers in "Stag" tobacco in San Diego and Imperial counties, Cal., has recently made a collection of the flags and blankets given away with the tobacco as souvenirs, and has had them made into a coat.

In this gay raiment Mr. Guttman interviews all his customers and he may be seen in the accompanying photograph taking an order from Mr. Sumpf, a well-known tobacconist of Los Angeles.

Needless to say, Mr. Guttman is well prepared to defend any of the countries now engaged in the Continental war, as he is displaying the flags of all nations engaged.

The coat attracts no little attention and Mr. Guttman is kept busy explaining to the inquisitive that they can easily duplicate the coat if they smoke "Stag" tobacco. It is expected that these coats will be quite the rage in Los Angeles soon. At any rate, there is an increasing demand for "Stag" in Mr. Guttman's territory.

Ninth District Factories Busier

Good news comes from Lancaster, Pa., and vicinity in that the Kinports chain of factories, located at Ephrata, Rothsville, Schoeneck, Lititz and Hopeland, respectively, is now working five instead of four days a week, as in the past. It is said that additional cigarmakers are being taken on and that it will be but a matter of a short time before all the factories will be working to their full capacity. Also, rumor is to the effect that the factories at Reinhold and Brownstown will in the near future give employment to a vast number of cigarmakers.

Henry Wemmer Among Those Abroad

The last word received from Henry Wemmer, of the Deisel-Wemmer Company, of Lima, O., was dated July 23rd. Although only five days before Servia and Austria-Hungary declared war, no mention was made of this matter in the course of a four-page letter. In this letter it was stated that he expected to motor from Vienna, where he was then staying, to Munich. If this plan was followed the Wemmers are probably in the war zone.

The agent of the company in Amsterdam has been cabled and asked to make an effort to trace the Wemmer family.

According to A. B. Murphy, Boston representative on the "Natural" cork-tipped cigarettes, manufactured by Schinasi Brothers, the smoke has made a big hit in this vicinity and sales on the plain tips are increasing.

Trade Comment

Robert Read recently called on the trade of Knoxville, Tenn., in the interests of the "Charles Denby," manufactured by H. Fendrich, Evansville, Ind.

Among the recent visitors to Seattle, Wash., was W. S. Luckett, of Luckett, Luchs & Lipscomb, the well known manufacturers of the noted "Reynaldo" brand.

A strong campaign on "El Zelo" and "El Toro" brands is being carried on by the Peter Hauptmann Tobacco Company, St. Louis, Mo.

"Juan de Fucas" were recently boosted in Tacoma, Wash., by George Leghorn, of the Morgan Cigar Company, Tampa, manufacturers of the brand.

"Woodman" cigars, manufactured by the Wilentz Company, of Perth Amboy, N. J., have been taken on by Jay R. Gardiner, Buffalo, N. Y., local jobber.

The "Eagle" Panatela stogie, retailing at three for five cents and manufactured by the Eagle Cigar Company, of Pittsburgh, Pa., has been taken on for distribution by the Wm. J. Brueckner Cigar Company, of Cincinnati, O.

C. T. Morris, representative of Y. Pendas & Alvarez in the western part of the country, is now working the territory in Syracuse and vicinity in the interests of the noted "Webster" cigar, manufactured by his firm.

Gail O. DeCrow and H. H. Gordon, recently spent several days in Lancaster, Pa., in a general publicity campaign on "Mail Pouch," and succeeded in placing a nice number of attractive window displays on the brand.

Though only occupying their present quarters, 1320 Sixteenth Street, Denver, Col., a few months, the Friedland Cigar Company is contemplating alterations to the factory in order that they may be able to have a larger seating capacity.

The Wm. A. Stickney Cigar Company, Salt Lake City, Utah, recently made a special campaign on "New Bachelors," the renowned product of T. J. Dunn & Company. Further incentive was lent to the campaign by the giving away of gold-plated cigar cutters for bands from the "New Bachelor" cigars.

During the past ten days the firm of Henry Straus, Cincinnati, O., inaugurated what promises to be one of the most extensive advertising campaigns ever held locally on the "Robert Burns" and "Owl" cigars. The agency of these brands is controlled in this vicinity by the Straus Company, who state that the advertising campaign will embrace not only the newspapers, but the billboards and street cars also.

Francis E. Gyory, at one time in the employ of the Solis Company, and a former resident of Denver, Col., recently visited that city in the interests of a new brand known to the trade as "La Defensa" and manufactured by Gonzalez, Fisher & Company, of Tampa. In addition to the "La Defensa," Messrs. Gonzalez, Fisher & Company manufacture in bond the well-known "La Sinceridad," a clear Havana product.

PHILIPPINE TOBACCO AND TOBACCO PRODUCTS

Suffering from Trade Depression—Smaller Shipments of Cigars to United States—Controversy Over Claimed Inferiority

PHILIPPINE tobacco and tobacco products have been passing through another period of trade depression. As regards tobacco other than cigars and cigarettes (much the greater part of which goes to Spain), the falling off for the calendar year 1913 (Periods III and IV) is not very great when contrasted with the calendar year 1912 (Periods I and II) and may easily be accounted an inevitable but temporary fluctuation. The quantities exported during the four periods under review were as follows, in pounds: Period I, 14,168,923; Period II, 17,098,204; Period III, 12,243,878; Period IV, 16,490,729.

As regards cigars, however, the fluctuations have been so extreme and the recent falling off so considerable as to raise much discussion, which can not yet be said to have led to any definite conclusion. The total number of cigars exported was: Period I, 94,325,000; Period II, 96,317,000; Period III, 111,079,000; Period IV, 80,683,000. From this it appears that the general exports of cigars, after increasing steadily from early in 1912 to the middle of 1913, fell off by the end of the latter year about 28 per cent.

This decrease in shipments has been accompanied by an appreciable, though much less rapid, decrease in the average price; from $16.66 per thousand in Period II to $15.77 in Period III and $15.62 in Period IV.

Smaller Shipments of Cigars to United States

The chief loss in cigars (as was also the case during the slump of 1910-11) was in the exports to the United States. The decrease in quantity was from 49,984,000 in Period II to 25,065,000 in Period IV—very nearly one-half; the decline in value was relatively less, but still very considerable—from $1,071,281 in Period II to $616,046 in Period IV. The decrease in the percentage of the total export taken by the United States at the same time was from 67 to 49. The average price of shipments to the United States, on the other hand, has steadily risen; that for Period IV, $24.57 per thousand, is the highest yet recorded, and compares favorably with the figure of $22.10 for Period III, and $21.43 for Period II.

The slump of 1910-11 in exports of cigars has been generally attributed to a natural reaction from the very large shipments made immediately after the establishment of free trade with the United States in 1909. Whether or not this explanation was adequate to cover the situation then existing, it is at least certain that more specific causes must be sought for the present decrease. These causes have been the subject of official inquiry in the United States and of much discussion in the Philippines. The principal American wholesale firms dealing in Manila cigars attribute the present situation, first, to the lack of systematic advertising, and, second, to the receipt at irregular intervals of large consignments of musty, wormy, or otherwise unsatisfactory goods. While it is undoubtedly true that the comprehensive plans proposed from time to time for efficient advertising have fallen through, it is hard to estimate exactly how large a part this has played in bringing about the present situation.

Controversy Over Claimed Inferior Quality

It is admitted that the danger of Philippine tobacco becoming wormy, if kept for any great length of time, is considerable—one large company, indeed, being now engaged in experiments with a sterilizing machine intended to overcome this difficulty. Some local authorities, however, assert that, where specimens of supposedly musty or wormy cigars have been returned from the United States by way of evidence, they have not been as inferior as claimed. There is, furthermore, among local exporters a widespread belief that the real cause of the trouble is misrepresentation and misbranding in the United States. Of this they have several specific instances; but the importance of these is denied by the American wholesalers, and it is doubtful if they have been extensive or systematic enough to give rise to the present situation.

Probably the most important cause lies outside this controversy. It does not appear that the shipments of the long-established companies have been seriously falling off, for these take every possible measure to avoid the practices complained of in the United States. What has happened, however, is that a large number of small and poorly equipped factories sprang up under the stimulus of the provisions of the tariff of 1909, and, by the inferior quality of their product, did harm to the trade in general. During the past year these establishments have been gradually going out of business; and, while the decrease due to the cessation of their shipments will not be immediately made up, the industry in general is left in a better condition, and a repetition of the complaints referred to, on a large scale, is considered improbable.

Exports of cigarettes, never of great importance, do not exhibit any features during the period under consideration that call for special comment.

Tobacco Crops Decreasing

The general state of the tobacco-growing industry is in many respects unsatisfactory. The last two or three crops have shown a decrease in the proportion of first and second grade leaf, this being undoubtedly traceable to the prices paid to the growers, which have dropped heavily of late, combined with a general raising of the grading standards. Some progress has been made in improving the situation, but the obstacles are many. The Philippine Bureau of Agriculture has induced a goodly number of the Cagayan planters, after two years of free demonstration and instruction, to carry their seed to be cleaned with apparatus owned by the municipal governments. Seed selection is a more difficult matter, owing to the inability of the small grower to provide devices to prevent cross-fertilization. The taking out of the weak seed, however, should in itself work much improvement. Some progress has been made in the establishment of improved curing houses, but their use is perhaps not rigidly enough enforced.—*Daily Consular Reports.*

Deisel-Wemmer Factory Not Embarrassed By War

R. J. Plate, secretary of the Deisel-Wemmer Company, when asked regarding the rumor that they would be forced to close down their factories in two or three months if trans-Atlantic commerce was not resumed, stated that he did not consider the company in any danger of such a procedure.

It was pointed out that the wrappers which are imported from Amsterdam are the only necessities which the war might interfere with, but that as shipments are made in lots sufficient for six months' supply there is little fear of embarrassment.

Mr. Plate stated that they have a considerable supply on hand and that Mr. Henry Wemmer, of the company, is now in Europe. The Deisel-Wemmer Company buys stock in lots sufficient for two years' supply and Mr. Wemmer's present trip was to arrange for the 1915 and 1916 purchases.

The work of harvesting the tobacco crop from the first tobacco plantation in Northern California has been started at Chico. The tobacco is of excellent quality and the yield is so heavy that the growers will net $200 an acre.

Revolutionizing Cigar Sales

MANUFACTURERS and retailers of cigars are beginning to notice the difference in the methods of selling cigars to the consumer between the present time and several years ago. All admit that the use of up-to-date improvements is an accessory to increased sales. The most improved show-cases, humidors and glass lids for counter display have done much to draw the eye of the smoker to the goods advertised by such means.

Perhaps the glass lid has done more to popularize certain brands than anything else with the smoker. And this is due in no little part to the increasing good taste displayed by consumers of the present generation. Cigars neatly displayed in their boxes with all-glass lids cannot help but show increased sales. Quality is no longer judged by gaudy display, but by the neatness and simplicity of the effect, and the latest improvements in the glass lids for cigar boxes is playing no little part in the general improvement of the retail cigar trade.

The charm and effectiveness of some of the newer all-glass lids is indeed worthy of comment. Among them is the recent innovation of P. A. Becker, of 132 Cumberland Street, Brooklyn, N. Y., pioneer inventor of both the old and new styles of glass cigar box lids. Mr. Becker has constructed the glass lids in endless forms, combining in some the moistening device as well as the easel and advertising attachments. These combinations give the glass lid an appearance quite foreign to the old methods in vogue for many years and aids much in attracting the attention of the consumer to the cigars displayed with the most recent improvements.

One of the questions in the minds of the manufacturers has been to evolve a plan whereby their brands may be made to stand out distinctively among the endless number displayed by the average cigar dealer. This new all-glass cigar box lid has helped to solve the problem and one much-pleased purchaser recently remarked that the new style of lid made the cigars stand out "as if a searchlight were thrown on them."

With the new attachments the box can be thrown at any angle without interfering with the clerk in handling the cigars. Speedy delivery of the cigars to the consumer can now be accomplished by the clerk without any additional inconvenience.

It is noticed that the dealers are more and more rejecting the old clumsy lids and are showing a disposition to use the modern all-glass display devices of which P. A. Becker Company are making a specialty. The Becker Company has a number of recent inventions and patents that will soon be placed on the market, and meanwhile the cigar manufacturers and dealers are waiting expectantly for the new step which this company will take in the production of the highest class of all-glass lids and displays.

We were particularly pleased to hear Mr. Becker say that the benefits that he derived from THE TOBACCO WORLD columns and the publicity given by it to his devices has been the means of him enjoying very valuable orders from not only the United States but *other* countries as well for the past ten years. Many of Mr. Becker's old customers keep close watch on his products and never fail to equip themselves with his latest devices as soon as they are marketed.

Upon the completion of the dismantling of the plant of the Polk Brothers Tobacco Company, Taylorsville, Ky., the company will move to Shelbyville, Ky., where five years' exemption from taxation has been granted. In addition to this, the Business Men's Association of Shelby County has donated a plot of ground on which the new structure is to be built at a cost of $2000. A dozen hands will be employed in the new factory, the stock of which is to be controlled by Shelbyville capitalists.

Park Cigar Store a Unique Enterprise

THE Park Cigar Store, located at 183 Griswold Street, Detroit, Mich., has recently opened for business in the wholesale and retail tobacco lines. Aside from the fact that this new emporium will carry standard lines widely advertised and well known to the consumer, the store itself has an individuality that will no doubt assist in building up a splendid trade.

The Park store is located a half-story from the ground and faces Griswold Street. As you enter you would imagine that you are in a hotel lobby; there are easy leather chairs; a table with the latest magazines and newspapers, and a place to write letters; further back is the cigar case. Among the leading brands are "Webster," "Havana Ribbon" and "New Bachelor." In the rear there are a number of tables where men can play cards. "We don't expect to get much trade off the street," said Mr. Bowie. "We all have our friends and it is from them that we expect to get most of our business. They can drop in for a few moments, smoke their cigar and rest, or play cards. In other words, it will be a sort of a downtown home for smokers."

The company comprises F. S. McAllister, H. A. Bowie and C. N. Manley. Mr. Manley is a silent partner. Mr. McAllister is of the firm of McAllister & Smith, cigar and tobacco jobbers at the foot of Woodward Avenue. He will still retain his interest in the old firm, but will give all his time to the new enterprise, where he will be in charge of the wholesale end; the retail department will be looked after by Mr. Bowie, who for many years was with the New York Dining Car Service.

AL U. THORNBURG.

Baker Brothers in New Quarters

Baker Brothers, Hanover Street, Boston, are now established in their new quarters at 87 Broad Street. Having 10,000 square feet of floor space, in addition to a large basement, and entrances to the building on two streets, the new location should provide splendid facilities for the conducting of the business of these well known jobbers. Much attention is being attracted by the very fine offices of the company, which are furnished in mahogany. Coming in also for its share of attention is the large humidor built adjacent to the offices, which has a capacity of one million cigars. Sam and Harry Baker compose the firm of Baker Brothers, who started in business about ten years ago, gradually building up a business of notable dimensions, despite the many obstacles that arose in their path. They are distributors of the noted "El Verso" and "San Felice" brands, of the Deisel-Wemmer Company, and report big business on the same. The recent opening of the new concern was quite a success, several of the more prominent manufacturers forwarding flowers with cards attached expressing their good wishes for the firm.

Among the leaders in the cigar stand connected with the Hotel Braddock, Baltimore, Md., are "El Verso," "San Felice," "La Carolina," "Sanchez & Haya," "Reynaldo" and "Cortez."

B. W. Thornberg, Cedar Rapids, Ia., has opened his second store in that place, the new store being situated in the National Bank Building, the location, it is said, being one of the best in the city. Very attractive is the new stand, the fixtures of which are of genuine mahogany. Mr. Thornberg will carry the highest grades of clear Havana, seed and Havana and broadleaf cigars, assuming personal charge, for the present at least. His other stand is located at First Avenue and Third Street.

William L. Huntting

WILLIAM L. HUNTTING, one of the most widely known residents of West Hartford, Conn., and a well-known tobacco expert, died after a lingering illness at his home, 812 Main Street, on August 6th.

Mr. Huntting was born in Hampton, L. I., November 22, 1840, the son of Jeremiah and Joanna Hand Huntting. His father was a farmer and his early life was spent on his father's farm.

In 1866 Mr. Huntting came to East Hartford and began to raise tobacco. With the tobacco industry, growing, buying, packing and selling he identified himself for the past thirty years. In 1871 he began packing and in 1873 he built a warehouse. As a tobacco grower and dealer Mr. Huntting was known as one of the best in the business and was considered an expert. With his sons for some years he constituted the firm of William L. Huntting & Company, agents for E. Hoffman & Son, of New York City. A few years ago the partnership was dissolved between the sons and then Mr. Huntting took his son-in-law, Frederick E. Fuller, into business with him, incorporating the company under the name of W. L. Huntting & Company. The company was dissolved two years ago.

The deceased was a charter member of Evergreen Lodge of Masons, of South Windsor, and of Elm Lodge No. 63, K. of P., of which he was a trustee. He married Miss Mariana Howlett, March 26, 1867. Besides his wife he is survived by three children, Mrs. Frederick E. Fuller, William S. and Henry J. Huntting. Another daughter, Mrs. H. J. Hinchliffe, died a few years ago. He also leaves seven grandchildren.

John T. Walsh

John T. Walsh, wholesale and retail cigar dealer, of Owosso, Mich., a pioneer of the county and one of the best well-known citizens in that section of the state, died on July 26th at Crystal Lake, where he had gone to enjoy an outing and a rest. While Mr. Walsh had been in ill health for a long time, the news of his death came as a distinct shock to his many friends. The body was brought to Owosso and the burial took place on July 30th, where more than 250 people attended the funeral services, Masons, Elks and Knights of Pythias being largely represented.

Mr. Walsh was born in Oakland County, Mich., in 1851. He operated two stores in Owosso, one on West Main Street and the other on South Washington Street. Harry Walsh, his son and his business partner, was prostrated by his father's death and was unable to attend the funeral.

Charles Eickoff

Charles Eickoff, the oldest cigar manufacturer in Hamilton, Ont., Canada, died early Friday, August 7th, at his home, 234 North Locke Street, Hamilton, Ont., following a brief illness. Deceased had not been in good health for some time, but his death came entirely unexpected. He was a member of the Cigar Makers' Union No. 35 and of Court Germania, A. O. F. He leaves one daughter, Mrs. John Garson, and one son, Harry Eickoff, both of Hamilton, Ont. Interment was Monday, August 10th, in Holy Sepulchre Cemetery, Hamilton, Ont., Canada.

Willis E. Boyden

Willis E. Boyden, owner of the Boyden Cigar Company, Westfield, Mass., aged sixty-three, died in the Noble Hospital, that city, within the past fortnight, where he had been undergoing treatment for failing health. Mr. Boyden was one of the best-known cigarmakers in Westfield and vicinity. He is survived by a wife and one daughter.

Trade Jottings

During the past fortnight H. L. Rogers, Boston, Mass., distributed throughout that territory attractive packages of ten cigars in a leatheroid case, retailing at fifty cents. The cigars are all Havana grade and manufactured in the "Alona" factory in New York.

Collins and Normile were recently in receipt of a shipment of "Broadway" cigars, a five-cent proposition made especially for them by the Morgan Cigar Company, of Tampa. Collins and Normile are located at Broadway and Pike Streets, Seattle, Wash.

The display windows facing Broadway of the Stickney-Hoelscher Cigar Company's store, St. Louis, Mo., recently featured two dancing cigars on a circular platform as a part of a "Pastora" display. It is needless to say that the sidewalk was crowded, and it was even necessary at certain times for the police to exert their offices to disperse the crowds.

It would seem to be rather early to be booking holiday orders, but S. Zinberg, of the Manhattan Briar Pipe Company, accompanied by Mr. Scheuer, sales manager of the company, recently displayed in the sample rooms of the Tacoma Hotel, Tacoma, Wash., a splendid line of pipes on which they did good business, many orders for holiday trade being received.

The Gillick Cigar Company is the latest addition to the ranks of the trade at Oakland, Cal. The store is located at 1641 Broadway, and has been opened by John J. Gillick, a well known residenter of Oakland, who has placed his two sons in charge, James and John, Jr. Mr. Gillick states that he is too old for business himself, but he is going to see to it that both his sons have a good start.

William P. O. Moss, one of the founders of the firm of Moss & Lowenhaupt, St. Louis, Mo., and for a number of years associated with the cigar trade of that city, is now the St. Louis representative of the Havana-American Company, and is looking after the local distribution of the famous "La Preferencia" cigars. Mr. Moss was formerly manager of the cigar and tobacco department of the David Nicholson Grocery Company.

Jack Dahl, familiarly known throughout the Northwest as "Jack of Hearts," is now located in Oakland, Cal., where he has two retail cigar stores, one located at 1111 Broadway and the other at Eighth Street and Broadway. Mr. Dahl also controls a jobbing stand where quite a number of the Morgan Cigar Company's noted "Juan de Fucas" are handled in addition to the San Telmo Cigar Manufacturing Company's "White Beauty," retailing at five cents. "Juan de Fucas" staples have a big demand in Oakland, while the call for "Sequrdos" and "Princess" in the same line is steadily increasing.

MEN WHO MADE GOOD

SIDELIGHTS ON INTERESTING TRADE PERSONALITIES

FIGHTING one's way to the front in the battle of Life is a continuous struggle in which many fall by the way and only a remnant of those who start ever reach the vanguard. The fact that it is a case of "the survival of the fittest," acts as a lodestone to draw many into the fray who are destined to fail from lack of stamina. Out of the school of "Hard Knocks" come many who are prepared to wage the battle earnestly, and girded with the sword of Experience they plunge into the fray prepared to win or die in the struggle.

In such a school George M. Lex, now assistant secretary of the "44" Cigar Company, was prepared for the struggle to gain the ranks of "Men Who Made Good," the Legion of Honor of the business world.

George M. Lex

George M. Lex was born in Philadelphia in 1876. He took the usual course in the public schools, and then from choice at the age of twelve abandoned the "higher education," and secured employment with a well-known law firm in this city. With this start he pursued the usual career of an ambitious lad and after six years of evolution he finally entered the employ of the wholesale shoe house of J. G. Grieb & Sons. He was then eighteen years old.

From the start he evinced a determination to "get ahead" and his diligence, together with ambition, increased his ability, and from the position of bill clerk he rose rapidly, creating positions as he went along. After seventeen years of untiring effort he found himself in charge of the entire credit and financial end of the firm with which he was employed.

On March 6, 1911, Mr. Lex became employed by the "44" Cigar Company, and for three years he has applied himself to the task of mastering the intricacies of this widely-known cigar manufacturing firm.

As soon as Mr. Lex took up his work with the "44" Cigar Company he set himself to systematizing the entire business workings of the firm. Immediately an up-to-date system of management was evolved, requiring a complete set of offices and departments. His investigations entered into every part of the business, and in putting the office system on an efficient basis he has devoted himself to the task day and night.

Mr. Lex soon came to handle the entire credits of the company and was later elected assistant secretary of it. He became a member of the Credit Men's Association and has contributed his share in establishing the wonderful institution.

The growth of the "44" Cigar Company since his connection with it shows the tremendous ability stored in the person of George M. Lex. The firm has attracted much attention in the cigar world and its progress is still one of the surprises of the tobacco industry. His work shows that he was wisely chosen to direct the important function of the office management, and the fact that he is a splendid judge of men has been responsible for surrounding the work of the company with men of ability and loyalty.

Mr. Lex one time remarked that he owed much of the success that he had attained to the very able support and intense loyalty of the men under him, as well as those who worked with him.

Members of the "44" Cigar Company say in regard to Mr. Lex, "There is nothing too good to be said about him," which, coming from those who have trusted the success of their venture in his hands, could not be higher praise.

Those who know Mr. Lex cannot help but respect his high sense of honor and dignity, and his friends do not wonder at the trust that is imposed in him, for he has "made good."

This genial fellow who has made such strides along the much obstructed pathway of business, is still a young man, and it is not with any sense of doubt or fear that his friends predict that still greater honors will be his.

San Francisco

"Lord Stirling" Cigars in 'Frisco—"Havana Ribbon" Sales Set New Record—"Flor de Moss" Proves Popular —"Sanchez y Haya" Arrives in Town

SAN FRANCISCO, August 5, 1914.

EVERYBODY is talking war this week, and the dealers hardly find time to figure up and see whether the general absorption in the European mix-up has brought about any cessation in sales or not. The fact seems to be that the volume of business is just about normal for this time of the year. Several men well known in the wholesale end of the trade are abroad with various members of their families, and there is some anxiety, in the absence of definite news, to know just how they are faring.

Salesmen for local wholesale houses report that the only trouble with the war is that everybody is so interested in it that it is very hard to talk business. Retailers are also disposed to wait till the financial nervousness now manifest as a result of the European troubles wears off a little. Still a good deal of business is being done in most sections, and the general belief is that August will show up much better than July in point of wholesale transactions.

C. H. Knubel, the California Street broker, who has long been known as the "Charles the Great" representative on this Coast, has now added two new lines to his list. These are the Enterprise Cigar Company's "Lord Stirling" and the Mazer Cigar Company's "Miss Detroit." Mr. Knubel is now working his trade in and about San Francisco, having come down from Oregon and other northern sections last week.

Emil Judell, of H. L. Judell & Company, is now in Northern California looking after his connections there. He sends in some good orders and reports that he will be in Southern Oregon in a few days.

Quite a number of country retailers have escaped from the heated interior of the state during the last week or two, and several of them have been spending a portion of their vacation in San Francisco. Among those who have shown up in the local trade are: Frank Liddle, of Paso Robles; Peter Arbios, of Stockton, and J. C. Lesher, of Modesto. They bring reports of good business and still better prospects, in their respective sections.

Jos. L. Hoffman, of Falk & Company, who was here a few days ago, is now in Portland on his way through the Pacific Northwest.

H. L. Judell & Company are preparing for a busy early fall campaign. All their salesmen are now out in their territories doing a good deal of business in spite of the hot weather. They have also started a newspaper advertising campaign in the interest of the "Watt" cigar, of Bondy & Lederer. This will be followed by some window work on several of their lines. This week two good shipments of the "Webster" line of Y. Pendas & Alveras reached San Francisco for distribution among the "Webster" hungry customers.

John Glen, of the "El Roi-Tan" factory, is still in San Francisco working in connection with Ehrman Brothers & Company, in placing increased lots of "El Roi-Tans." Mr. Bamberger is also continuing his specialty work in the interest of the "Havana Ribbon" cigar, which is also handled here by Ehrman Brothers & Company. The total sales of "Havana Ribbons" for July set a new high record for this territory. Ehrman Brothers & Company have recently taken up the wholesaling here of the Park & Tilford candies.

Herman Moss, Western traveler for the S. R. Moss Cigar Company, arrived in San Francisco a few days ago for a visit with H. L. Judell & Company, distributers in this section of the "Flor de Moss." He has just completed a trip over the Pacific Northwest territory.

D. M. Superstein, who was formerly associated with H. Bercovich in the wholesale business on Front Street, has now taken up the distribution here of the "Luis Martinez" cigar, manufactured by the Martinez-Havana Company. The "Luis Martinez" was one of the leaders of the H. Bercovich Company until Mr. Bercovich gave up the wholesale end of his business.

Charles Oliver, of Portland, Ore., who was a visitor with M. A. Gunst & Company here last week, has now returned to his Northern home. He is one of the Gunst standbys at Portland.

E. J. Stolz, "Cortez" representative on this Coast, has completed his round-up of the California trade, and is now making a tour of the Pacific Northwest. He writes I. Danziger that he is doing a good business.

C. Maxwell, the Front and California Streets retailer, has made quite a hit by securing late editions of the "War Extras" of the various papers and posting them on his windows. They never fail to draw good crowds at all hours of the day.

Ed Wolf, of the Edward Wolf Company, leading importers of Manila cigars, does not look for any serious interference with arrivals as a result of the war. No steamers are leaving either for or from San Francisco at present, but this is certain to be only temporary, and at the most the war is not likely to have any effect on the movement of Japanese steamers flying the Japanese flag. Mr. Wolf reports general business conditions here to be rather better than they have been for some time. He is now giving most of his attention to his Manila lines, but will begin active work on his "Tadema" campaign about the first of September.

E. M. Elam, the new Western man for the "Sanchez y Haya" goods, has arrived in San Francisco and has opened offices here. Mr. Elam has recently been representing the Lorillard tobacco lines in this territory, but was formerly a representative of cigar lines here.

Milton Esberg, of M. A. Gunst & Company, has been elected vice-president of the California Celebrations Committee, which has to do with the holding of celebrations and conventions in San Francisco and other California points.

Dealers here are gradually gathering an interest in the "Cigar Day" movement. Dealers here will be ready to do their share by October 12th, according to the present outlook. Dan P. Carter, president of the San Francisco Retail Cigar Dealers' Association, has been appointed one of the vice-presidents of the "National Cigar Day" Committee.

E. M. Hartman has bought out the Foreman cigar store at 302 Kearny Street.

ALLEN.

Whelan Interests in Good Shape

George J. Whelan has announced that the United Cigar Stores Company, the United Profit Sharing Corporation, the Tobacco Products Company and the Riker & Hegeman Drug Company were in a strong financial position and that there would be no suspension of dividend payments or curtailments of any sort owing to the war.

"Not one of these companies is a borrower of money," said Mr. Whelan, "and at least three of the four are large lenders. The United Cigar Stores Company alone at present has outstanding between $2,500,000 and $3,000,000 in loans on call, while the United Profit Sharing Corporation has $300,000 and the Tobacco Products Company $1,250,000.

"The agency idea, which means the selling of the United products throughout the country, will be pushed ahead as though there was no war. Rather than curtailing the sales of cigars and cigarettes, the war abroad has resulted in an increase of sales. That is explained by the fact that many persons who before the European trouble were tied up in offices all day are only working part time now, thus having more of a chance to smoke."

Something About Cigarette Papers

IT is a truth that many of the things we handle in our daily lives have become so familiar and are taken as a matter of course, that were we asked to trace their origin, we would often find ourselves lacking in knowledge of even the ordinary facts concerning the articles in question. In this strain, how many of those who handle and roll their own cigarettes, are conversant with the facts that cigarette papers for the whole world come chiefly from France, the output coming from Italy, Austria and America being comparatively insignificant.

One often hears of paper used in the rolling of cigarettes designated as "rice-paper," which is rather misleading, inasmuch as the paper has nothing whatever to do with rice, but is manufactured from fine new trimmings of flax and hemp and other vegetable fibers.

It is said that all of the alleged harm of cigarettes, is the result of poor paper, and that manufacturers realizing this, have put forth every effort to make the paper as pure and as perfect as possible, and have endeavored to eliminate injurious elements and effects.

So light is cigarette paper, that five hundred of the tiny sheets are listed to the ounce. They are perfectly combustible and give off the minimum of smoke. In order that the paper may contain nothing but the purest fiber and be free from all deleterious substances, it is thoroughly analyzed before being permitted to be rolled with tobacco. Only new material—flax and hemp trimmings—is used, and these are thoroughly purified. Cut by machinery into minute particles, they are well mixed by a revolving fan and then reduced almost to dust, which is then placed in a solution of lime and soda.

In order that every foreign ingredient may be disposed of, it undergoes a complete washing process, the water being obtained from artesian wells sunk for the purpose. The pulp is again crushed and rolled out into paper. This is of a grayish tinge and the pure white of the finished leaf is made possible through an electric process which also cleanses it of all possible impurities.

Commerce of the River Weser District

The trade in leaf tobacco during 1913 was quiet. Of 350,000 bales (the total tobacco crop of Brazil), 60,000 were exported to Argentina, 160,000 to Bremen, and 130,000 to Hamburg. The Carmen and Santo Domingo crops found a ready market. The importation of the Habana article continued to decrease; only 11,500 seroons[1] were imported in 1913, as compared with 50,000 seroons during 1912. This decline is doubtless due to high prices.

Bremen merchants continued to show their activity in the world's tobacco market. There were received at Bremen during 1913 18,000 bales of Porto Rico, 33,000 of Rio Grande, and 14,000 of Paraguay tobacco. At the public auction sales at Amsterdam and Rotterdam, Bremen merchants bought 35,598 bales of Sumatra, 108,125 of Java, and 1745 of Borneo.

The importation of Virginia and Kentucky tobacco was practically the same as in 1912.

The cigar industry does not yet seem to have overcome the effects of the ad valorem duty on leaf tobacco. The consumption of cheap cigars is decreasing, while the use of cigarettes is growing steadily. Prices of leaf tobacco were high, thus necessitating the investment of larger capital in manufacturing. This, in connection with the scarcity of money, made the position difficult for small manufacturers.—*Daily Trade Reports.*

[1] The seroon or seron is a hamper or basket used for packing raisins, figs, tobacco, tea, etc., but without any exact weight. A seroon of Paraguayan tea weighs about 200 pounds.

An Asset to the Retail Trade

IT is easy enough to sell cigars to the man who knows what he wants, but it requires the efforts of a *real salesman* to make friends with a "crank" and to secure and hold his trade.

The "I-want-a-cigar" kind of customers are, fortunately, on the decrease and for that reason salesmanship plays an important part in securing the trade of a stranger.

Sifting out the customers who know what they want and those who do not know what they want but are satisfied if it is expensive, we have a third class which, although small, is well worth cultivating.

Into this last class we put those eccentric individuals who may buy cheap or expensive smokes but who are decidedly firm on the color, shape and blend of the cigar they put in their mouths. They may buy only one or two cigars, or they may buy a box, you can never tell. But don't forget that they are the kind that compose a certain percentage of the box trade.

The discriminating man, who sometimes exasperates you with a request for "something else along this line," may know more about the cigar business than you do. The man who chooses his cigars as carefully as he probably does his friends, you may be sure knows something about the different brands and blends. And further, he probably has a reason for being so particular.

To make friends with this sort of a customer is no easy matter, but ninety-nine times out of a hundred when you do succeed in pleasing him and in retaining your good humor at the same time, you have won a customer whose trade is above the average.

Whether you are proprietor, or clerk, it matters not. Competition is keen these days. Win the favor of every customer if possible. It will repay you for the effort. Besides winning the trade you make a friend who advertises you by word of mouth to his friends. Every one of these particular fellows has a number of friends who are just as "cranky" about their cigars. "Birds of a feather," etc., you know. Well, the "cranky" customer may get you more trade, but after you learn to handle one or two of that kind they become easier as they increase. Then, too, you really wouldn't lose good trade if you knew it. Every dollar counts these days and to be able to come out of the humidor or up from under the counter with a smile is the thing that counts after all.

An inexhaustible supply of good humor together with a keen perception go hand in hand in the making of a good retail cigar clerk. If you are a clerk, paste this in your hat. It may be worth a barrel of money to you some day. Anyhow it doesn't cost you anything.

THE LOUNGER.

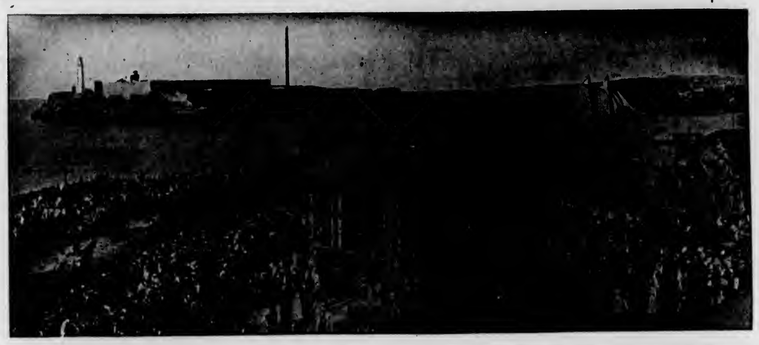
"Kroonland's" Trade Cruise Called Off

The American Trade Tour Company has announced that the business men's cruise of the Red Star liner "Kroonland" in October next to various South American ports has been deferred, as owing to existing conditions abroad, the "Kroonland," which is an American-built vessel, will be required in the Atlantic service to bring American travelers home from Europe.

An extensive account of the plans for this cruise was published in the April 1st issue of THE TOBACCO WORLD.

Riker & Hegeman Stock Dividend

The Riker & Hegeman Drug Company have declared a 10 per cent. stock dividend on their common stock, payable August 15th, to stock of record August 12th.



The Cuban Market

From Our Exclusive Bureau

Havana, Cuba.

HAVANA, August 8, 1914.

DURING the first part of the past fortnight we have had a very active market with plenty of buyers, and perfectly willing to pay the asking prices of the holders of leaf, but as soon as the news of the general European war became known here, bedlam was let loose, as all European orders for cigars, as well as tobacco, were canceled and our market has been almost paralyzed ever since. We do not care to repeat, what undoubtedly the daily American press may have published, about the war, the closing of all exchanges in the civilized world, the impossibility to sell drafts upon any place, excepting the United States, as well as the refusal of the Ward Line to accept any trans-shipments of goods, with the only exception of Canada, by way of the overland route.

The worst feature is, that through the closing of all the factories of Henry Clay and Bock & Company, Ltd., H. Upmann, Sol, Por Larrañaga, and a few minor ones, over 5400 cigarmakers, strippers and other help in the factories have been thrown out of employment, and will starve, unless our government takes prompt measures to alleviate the situation by procuring work for them.

Our leaf dealers are in no better condition, as the receipts from the country are now at their height, and there is no outlet for any grades, the splendid demand from Germany having been cut off, and there are hardly any American buyers in town. Unless the latter should flock down here soon, and relieve our warehouses of the surplus, the outlook is indeed very blue. There is only one hope for them, that through the scarcity of money there may be no crop planted this year, excepting that some attempts should be made to raise wrappers, as without the latter even the abundance of fillers could not be turned into cigars, either here or by the clear Havana cigar manufacturers in the States, whose factories are bonded. Of course the seed and Havana manufacturers would not be affected, as they are independent of a failure of our wrapper crop.

There is one ray of hope, through the lowering of the discount rate from 10 per cent. to 6 per cent., by the banks of England and France, and which might foreshadow a quicker ending of the tremendous conflict than we dared to hope.

Sales totaled 17,848 bales during the last three weeks, which were divided into: Vuelta Abajo, 4298; Partido, 3220, and Remedios, 10,330 bales.

Buyers were: Americans, 4796; exporters to Europe, 10,017; shippers to South America, 723, and our local manufacturers of cigars and cigarettes, 2312 bales.

Exports of leaf tobacco from the port of Havana, from July 13th to August 1st, totaled 18,206 bales, which were distributed to the following countries and ports, viz.: To all ports of the United States, 8341; to Bremen and Hamburg, 9063; to London, 32; to Gibraltar, 47; to South America, 723 bales.

Receipts of Leaf From the Country.

	From July 17 to August 6, 1914.		Since January 1, 1914.	
Vuelta Abajo	37,089	bales	85,328	bales
Semi Vuelta	5,555	"	14,682	"
Partido	2,438	"	7,706	"
Remedios	37,605	"	70,052	"
Oriente	136	"	1,153	"
Total	82,823	"	178,921	"

Buyers of Leaf Tobacco That Come and Go.

Arrivals—From New York: Allie Sylvester, president of the American Cigar Company, and chairman of the Henry Clay and Bock & Company, Ltd.

From Tampa: Andres Diaz, of Andres Diaz & Company, and M. Sanchez, of Berriman Brothers.

From Chicago: August Kuttnauer, of Rothschild, Sons & Company.

Departures—To New York: Otto Sartorius, Max Schwarz and Allie Sylvester.

To Tampa: U. T. Morgan, Andres Diaz and Celestino Vega.

Cigars.

We submit herewith the figures of our exports of cigars, as per our official custom house returns, from the port of Havana during the month of July of this year, and a comparison with the previous year:

From July 1 to July 31, 1913,	16,199,838 cigars
From July 1 to July 31, 1914,	10,534,032 "
Decrease during the month of July, 1914,	5,665,806 "

The following eleven countries show decreases above 75,000 cigars each:

Great Britain and Ireland	2,324,256 cigars
United States	1,447,784 "
Spain	402,600 "
France	381,000 "
Argentine Republic	357,779 "
Australia	340,565 "
Chile	303,969 "
Spanish Africa	248,627 "
Canada	203,570 "
Austria	150,600 "
Italy	87,500 "
Total	6,248,250 "

(Continued on Page 35)

The Cuban Market

(Continued from Page 34)

There are five countries which show an increase over 30,000 cigars each:

Germany	304,469 cigars
Mexico	151,500 "
Peru	40,300 "
Bolivia	40,000 "
Portugal	31,450 "
Total	567,719 "

The total figures for the seven months of this year compare, as follows, with the same period in 1913, viz.:

From January 1 to July 31, 1913,	101,799,588 cigars
From January 1 to July 31, 1914,	87,200,517 "
Decrease during the seven months of 1914,	14,599,071 "

By comparing the nine principal countries, which take at least one million cigars from us, we find the following decreases and increases, viz.:

	Decreases.	
United States	5,864,719	cigars
Great Britain and Ireland	4,546,310	"
Argentine Republic	1,598,228	"
Canada	1,453,577	"
Chile	1,335,169	"
France	923,762	"
Australia	4,290	"
Total	15,726,055	"
	Increases.	
Spain	1,941,477	cigars
Germany	912,189	"
Total	2,853,666	"

The above figures speak too plainly to require any further comment, and unless the United States and Canada increase their orders, many more of our factories may be forced to close soon.

LEAF TOBACCO.

Facundo Argüelles, the resident buyer of Argüelles, Lopez & Brother, of Tampa, has purchased, according to our information, 1475 bales of Vuelta Abajo and Partido leaf.

Sobrinos de A. Gonzalez sold during the month of July 3000 bales of leaf of all kinds to their customers, as we have ascertained from a reliable source.

Don Diego Montero, who was one of our most important shippers to the Argentine and Uruguay Republics, entered into rest the beginning of this month, and the large number of mourners, belonging to the leaf trade, demonstrated the esteem he was held in during his lifetime.

Fred Davis, of Sam I. Davis & Company, of Tampa and New York, is still here, but it is said that he has purchased around 2000 bales of choice leaf already.

Adolfo Moeller is credited with having purchased 5000 bales of leaf for the German market during the last three weeks.

Herrera, Calmet & Company were sellers of 619 bales of Remedios to their customers.

J. F. Berndes & Company purchased 1751 bales of leaf during the last three weeks.

Sierra & Martinez disposed of 827 bales of Vuelta Abajo and Partido.

Nuñez, Diehl & Company bought 1487 bales of leaf for export to Germany.

F. Rocha & Company closed out 643 bales of all kinds of leaf to their customers.

Leslie Pantin was a buyer of 1053 bales of leaf for account of his customers.

The German steamship "Neckar" had agreed to take 2000 bales of leaf for Germany, when suddenly the owners cabled to take no freight or passengers, and to leave at once in ballast. The German exporters were obliged to haul their bales back from the dock to their warehouses.

Leslie Pantin, the Portuguese Consul-General, and the most important commission merchant of Havana, returned with his family on the 29th ulto. by the steamship "Mexico," from his vacation in Europe and the United States. His numberless friends bid him welcome home again.

August Kuttnauer, the representative for the United States and Canada, of the famous "Punch" factory, also arrived by the steamship "Mexico," in order to prepare for the coming fall campaign.

Shippers above 200 bales of leaf from the port of Havana for the last three weeks were:

Adolfo Moeller	4,713 bales
Virgilio Suarez	1,649 "
J. F. Berndes & Company	1,475 "
Maximilian Stern	1,436 "
Nuñez, Diehl & Company	1,301 "
Ernest Ellinger & Company	988 "
Leslie Pantin	806 "
Fred Horn	726 "
Cuban Land and Leaf Tobacco Company	663 "
J. Bernheim & Son	475 "
Garcia & Company	382 "
H. Upmann & Company	377 "
Sobrs de A. Gonzalez	266 "
Calixto Lopez & Company	220 "
Diego Montero	213 "
G. Arostegui	204 "

ORETANIV.

Tobacco Crop Report

The Bureau of Crop Estimates of the United States Department of Agriculture, in their report on the crop conditions for August 1st, state that the month of July was unfavorable for crops in the United States, but that the prospects are still 5 per cent. better than the outturn of last year's crops.

The growing condition of tobacco on August 1st, expressed in a percentage of its ten-year average (not normal), was 81.6 per cent., which is an improvement of 3.6 per cent. during July.

The tobacco crop for 1914 is smaller than the 1913 crop as far as acreage is concerned, and is reported to be 94.6 per cent. of the 1913 acreage. The acreage this year is given as 1,151,000.

The yield per acre for this season, interpreted from condition reports, is given as 687.6 pounds per acre, as against 815.1 pounds per acre for the five-year average (1909-1913).

The August 1st forecast for the tobacco production of the United States is given as 791,000,000 pounds, as against 756,961,000 for 1913.

The August 1st forecast for Pennsylvania is given as 45,800,000 pounds, as against 43,838,000 pounds in 1913.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 236 Chestnut Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

REGISTRATIONS

EL CEROLO:—30,306. For cigars, cigarettes and tobacco. July 28, 1914. J. Herschman, Chicago, Ill.

KARINA:—30,307. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 28, 1914. Pasbach-Voice Litho. Co., New York, N. Y.

MY OWN PRIVATE BLEND:—30,308. For cigarettes. July 28, 1914. E. A. Condax & Co., Chicago, Ill.

ECHO CLUB HOUSE:—30,309. For cigars, cigarettes and tobacco. July 29, 1914. E. Goslinsky & Co., San Francisco, Cal.

GEE SEE:—30,310. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 29, 1914. Geo. Knispel, St. Paul, Minn.

"49":—30,311. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 29, 1914. Milton G. Evans, Lancaster, Pa.

DIRK:—30,312. For cigars, cigarettes and cheroots. July 30, 1914. Rush Manufacturing Co., Reading, Pa.

BAER'S ALL-TUCKS:—30,313. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 30, 1914. G. Baer & Sons, Springfield, Mass.

EVERY DAY SPECIAL:—30,314. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 30, 1914. Pasbach-Voice Litho. Co., New York, N. Y.

NEA-ELLAS:—30,315. For cigarettes and tobacco. July 30, 1914. C. G. Mesologites & Co., New York, N. Y.

LION BANNER:—30,316. For cigars. July 30, 1914. Hugo Duisberg, Philadelphia, Pa.

YE WAYSIDE HOUSE:—30,317. For cigars. July 31, 1914. Adolph Frankau & Co., Ltd., New York, N. Y.

GERM KILLER:—30,318. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 31, 1914. Ruben & Schneider, Chicago, Ill.

COUNT KAROLY:—30,319. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 31, 1914. Henry Wellner, Gary, Ind.

SAM ECONOMOS:—30,320. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 31, 1914. Peter Economos, Chicago, Ill.

LAS BRIBONAS:—30,321. For cigars, cigarettes and tobacco. July 31, 1914. The Moehle Litho. Co., Brooklyn, N. Y.

MOTORDOM:—30,322. For cigars, cigarettes and tobacco. July 31, 1914. F. M. Howell & Co., Elmira, N. Y.

MEDINAH:—30,323. For cigars, cigarettes and tobacco. August 3, 1914. La Kurba Cigar Co., Chicago, Ill.

BANNIGAN'S 436:—30,324. For cigars. August 4, 1914. Bannigan Cigar Co., Hartford, Conn.

HAVANA SERMON:—30,325. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 5, 1914. Pasbach-Voice Litho. Co., New York, N. Y.

WYNN'S WYNHAVEN:—30,326. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 5, 1914. Bobrow Bros., Philadelphia, Pa.

CUBAN STRIPE:—30,327. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 6, 1914. Pasbach-Voice Litho. Co., New York, N. Y.

SIRIUS:—30,328. For cigars. August 7, 1914. Pasbach-Voice Litho. Co., New York, N. Y.

QUIMBUS:—30,329. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 7, 1914. Pasbach-Voice Litho. Co., New York, N. Y.

RUTH, ST. DENIS:—30,330. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 7, 1914. Pasbach-Voice Litho. Co., New York, N. Y.

BLUE ISLAND PLEASURE CLUB:—30,331. For cigars. August 10, 1914. John W. Wolff, Blue Island, Ill.

Design registered for cigarettes, July 28, 1914, E. A. Condax & Company, Chicago, Ill.

CANCELLATION

FIRST PREFERRED STOCK:—30,233. For cigars. Registered June 27, 1914, by Kaufman, Pasbach & Voice, New York, N. Y. Cancelled July 28, 1914.

Cuban Factories Close

Following the receipt of cablegrams from English and German firms canceling or suspending orders which had been given for cigars, the factories of Henry Clay and Bock & Company, Havana, Cuba, who manufacture more than twenty brands, have closed their doors, this action affecting hundreds of employees. This condition is due primarily to the unsettled state of the European markets owing to the conflict now raging in that part of the world. Most of the orders of the more extensive European concerns are being canceled, and it is said that the closing down of the factories of the independent cigar companies may be expected at any moment.

The B. R. Hahn Cigar Manufacturing Company, of Bay City, Mich., reports to THE TOBACCO WORLD that their business is steadily increasing on all their brands throughout Northwestern Michigan, and that their factory is working to capacity.

Oppenheimer Cigar Company Has New Manager

Much regret was manifested recently when Charles Broceus, manager of the Chicago, Ill., store of the Oppenheimer Cigar Company, tendered his resignation, the same to take effect immediately. During his connection with the Oppenheimer Company's interests, Mr. Broceus made a great many friends. He is succeeded by Jay G. Moorehouse, who formerly acted as assistant manager. Mr. Moorehouse is a man of much ability and will doubtless prove the right man in the right place.

Much attention is being attracted to the recently completed humidor and large show case now being installed in the cigar store of John O'Brien, located at 133 East Fifth Street, St. Paul, Minn., by the manufacturers, The H. Knoff Manufacturing Company, Mankato, Minn. M. Knoff, of the company, is personally superintending the erection of the humidor and cases, the woodwork of which is of Circassian walnut, being the last words in up-to-date patterns.

At Your Service

Have you ever taken into consideration the advantages in placing your work with a personally conducted lithographing firm.

Every detail of manufacturing in our factory is under the personal supervision of one the members of the firm.

We will cheerfully submit sketches of any new subject which you may require or can send you sketches of our own private designs with wonderfully good resistered titles for your exclusive use.

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Western Office, JOHN B. THATCHER, Sales Manager
30 East Randolph St., Chicago, Ill.

We have no connection with the Corporation, Kaufman, Pasbach & Voice

Leaf Tobacco Notes

PENNSYLVANIA

LANCASTER, PA.

The European war has already injured the Lancaster leaf tobacco business, orders for the delivery of goods intended for foreign customers having been canceled. The war comes at a time when packers and cigar manufacturers were looking forward to an early boom in trade. The new packing, the 1913 crop, is about ready to be placed on the market, but the packers will hold it back unless such prices can be obtained as will justify them in selling it. The crop now in the field has developed with such unusual growth that considerable broadleaf will be cut before the first of September. Not only has the weather this season been ideal for tobacco growing, but the season has been remarkable for the scarcity of those insect pests, worms especially, which usually attack growing tobacco

CONNECTICUT

HARTFORD, CONN.

Coming as a climax to the most remarkable season in several years, Connecticut tobacco growers have begun cutting millions of tobacco leaves in the plantations hereabouts.

Prices are from 10 to 15 per cent. higher than last year. Havana seed tobacco demands 23 cents a pound in the bundles and Connecticut broadleaf 25 cents a pound in the bundle. Both the shade-grown and open-air tobacco are a success this year. Already 40 per cent. of the crop has been bought up by Eastern and Southern jobbers. During the past ten days there has been a keen rivalry among buyers, who rushed about the country making deals with happy farmers.

As there is all kinds of quality in a bundle of tobacco, it is estimated that Connecticut tobacco will be worth $1 a pound this season. On the plantations of the Connecticut Tobacco Corporation 168,000,000 leaves will be cut by hand on 558 acres of land. All this tobacco is under cloth. The largest buyers in the state are represented by Julius Lichtenstein, president of the American Sumatra Tobacco Company, who purchased 1600 acres of tobacco

SUFFIELD, CONN.

A few of the tobacco growers have started to harvest their crops this week. Next week the work will be started in earnest. Although the crops are all being gradually picked up, there are many still unsold. The buyers have been less active since the European war outbreak has become so serious, and are waiting to see just how developments will affect the tobacco business before buying any more of the weed.

Very little tobacco will be picked or primed in the town this season.

The early trolley cars have for the past week been bringing in a large number of girls and women to the town looking for work in the tobacco fields. All were disappointed, as the local help is more than enough to take care of the picked or primed tobacco this season. Last season about 800 boys, girls and women were employed from outside of the town. The cutting of the tobacco on the stalk will be in full blast in about two weeks, and from present appearances help will be plentiful and the growers will have a chance to secure good help. The season is about two weeks late which is the cause of the many strangers in the town looking for work.

WISCONSIN

EDGERTON, WIS.

The condition of the tobacco fields is not entirely satisfactory at this writing and rain is badly needed. At the same time we have seen worse conditions and have known the crops to pull through with a fair average. A good, steady rain will work wonders and its arrival will be welcomed by the growers.

The outlook at present points to a large crop of short "B" tobacco and the continued dry spell will increase the proportion.

United Cigar Stores Declare Another Dividend

The United Cigar Stores Company of New Jeresy has declared another dividend of 15 per cent. A month ago a dividend of 55 per cent. was declared and the total for the year since January first last amounts to 125 per cent. All stock in this company is owned by the United Cigar Stores Company of America.

The Tucker Cigar Company, who control a retail cigar store at Broadway and Park Avenue, St. Louis, Mo., have opened a second retail stand in that city, the same being located at 3305 Meramec Street.

Sylvester Brothers, 830 Fourth Avenue, South, Seattle, Wash., have been appointed the local distributors of the well known "Joy" five-cent cigar, manufactured by Arnold Tietig & Sons, Cincinnati, O. The cigars will not be put on the market, however, until November 1st.

The distribution of "Bold" cigars, manufactured by Bobrow Brothers, Philadelphia, Pa., has been taken on by the Badger Tobacco Company, Milwaukee, Wis., and it is reported that the new brand has been pretty generally placed throughout the field.

COPENHAGEN

Chewing Snuff

We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

WEYMAN-BRUTON COMPANY

50 Union Square North **New York, N. Y.**

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

"OLD DRURY" IS A SELF SELLING CIGARETTE
Willie Collier says, "Every puff a plug." Cork or plain. Write for territory. Old Drury Cigarette Co., 143 West Fortieth Street, New York City.

MONROE ADLER,
CIGAR BROKER,
186 N. La Salle St., Chicago, Ill.
6-17-he

LANCASTER STOGIE COMPANY,
MANUFACTURERS OF HIGH GRADE STOGIES,
120 Water St., Lancaster, Pa.

HIGHEST GRADE OF WHEELING STOGIES—That will please the most exacting smoker, are made by C. A. Kase, Seventh and Main Streets, Wheeling, W. Va.; Factory 33; Established 1895.

Wanted.

CASH PAID FOR CUTTINGS, SCRAPS & siftings.
Write to H. Adler & M. Meyerson, 332 E. 48th, New York

IMPORTANT NOTICE TO CIGARETTE MANUFACTURERS—We manufacture cigarettes for the trade; we also supply tobacco boxes and labels 25 per cent. cheaper than elsewhere. Brands registered. Write for particulars. Live distributors wanted. The Soter Company, 235 Canal Street, New York City.

Wanted.

WANTED—Unlimited quantities of "Seed Cuttings" and "Siftings." Get our new quotations for cash. Interstate Tobacco Company, Longacre Building, Forty-second Street and Broadway, New York.

CIGAR JOBBERS: We have an exceptionally good three for five-cent proposition to offer to responsible jobbers. Fair & Square Cigar Company, Red Lion, Pa.

WANTED—HAVANA AND SUMATRA TOBACCO STEMS, 100-lb. bales. Give lowest price, and amount you can deliver monthly. Address Box 666, Tobacco World.

WANTED—Salesmen at liberal commission for our new brand of Pipe Cleaners; a sanitary, air-tight package; free sample. E. T. Gilbert Manufacturing Company, 235 South Avenue, Rochester, N. Y.

For Sale.

HAVANA SHORTS—Pure Vuelta; fine aroma. Lopez, 353 E. 78th St., New York. 9-1-tf

FOR SALE—Remedios Havana shorts, pure and clean. Guaranteed A-1, or money refunded. Fifty cents per pound. Edwin Alexander & Co., 178 Water Street, New York.

FOR SALE—Cigar Leaf Scrap made only from all Ohio tobaccos. Zimmer, Gebhart or Dutch. Large cut, sound, clean, dry and ready to work. Samples submitted with quotations. The Buckeye Tobacco Company, Greenville, Ohio.

Tobacco Industry on Mexican Coast

The tobacco industry at Mazatlan and in this section has been growing in importance for several years. There were in this city last year four tobacco factories. One firm sold $250,000 worth of tobacco and cigarettes; the other three sold about $200,000 worth of tobacco, cigarettes and cigars.

Local tobacco from the Territory of Tepic is used for cigars of the cheaper brands. Tobacco from the State of Vera Cruz is used for cigars of the better class.

A cigar can be bought here for three-fourths of a cent, but this is a poor brand and a small cigar. It is sold only to the poorer classes, who complain at the high price. Cigars made from the tobacco from the Territory of Tepic can be bought at $12 to $25 per thousand. The cigars made from the tobacco from the State of Vera Cruz and sold at $17.50 to $35 per thousand are good and well enough made to satisfy the most particular smoker.

The cigar factories retail many cigars and for 1½ cents can be bought a fair cigar. For 3½ cents can be bought a very good cigar at retail. The sale of cigarettes is many times greater than the sale of cigars, but the better-class cigarettes are imported.

Taxes on the sale of tobacco have been gradually getting higher for the last three years. Under the Diaz administration the tax on a 2½-cent package of cigarettes was one-fourth of a cent; when Madero was president this tax was raised to three-fourths of a cent a package; while under the Huerta administration 1⅛ cents has been paid for the privilege of selling a 2½-cent package of cigarettes.

Although the industry is protected by a very high tariff, there is a small trade in imported tobacco from the United States. Many Americans when they first come to Mexico do not like the local output, but they gradually accustom themselves to it.

There were employed in the factories here during the past year about 300 girls and men, and only the latest machinery is used. The product is sold all over this part of the Republic.

The largest firm has moved its factory to Guadalajara, thus leaving the field to the three smallest. This industry has great promise of increase upon the resumption of peace, and the Territory of Tepic to the south is a promising country for tobacco growers.—*Daily Consular Reports.*

Sumatra Tobacco To Go Up

Cigar manufacturers who use real Sumatra tobacco for wrapping their products will doubtless have to pay more money for it in the near future than they are now doing. Imports of this tobacco so far this year by the dealers total only 14,000 bales, against 24,000 bales last year. This amount, however, does not include the direct importations of the manufacturers, which so far this year amount to somewhat less than a third of the whole. The reason for decreased importations this year is said to be that the best grades of Sumatra leaf, the only kind used in this country, form a smaller portion of the crop than usual. The annual American consumption of this leaf sometimes reaches 30,000 bales, and while the output of the cigar factories is said now to be slightly lower than at this time last year, the drop in the importations of Sumatra leaf has been so pronounced that higher prices are inevitable.

H. C. Nolan & Company Lease New Factory

H. C. Nolan & Company, of this city, have recently leased the large cigar factory on Main Street, Souderton, Pa., formerly occupied by Baum-Jaffe Company. Souderton workmen look upon the opening of this new factory as good news as the record of the Nolan factories in other towns shows that they generally run full time from year to year.

Detroit

War Talk Helps Sell Cigars—"Subway" Cigar Makes a Hit—Klip Cigar Manufacturing Company Doing Well—"Stogie King" Visits Detroit

DETROIT, MICH., August 8, 1914.

CIGAR stores are busy places these days, for men in all walks of life gather there to discuss the European war. It might be said that the war is really helping the retail cigar business; groups are everywhere, on the street, in the cigar stores, at the club and in the hotels all talking "war." Wherever there is a group of men, you can wager there is smoking.

Manufacturers do not care to express an opinion of the possible effects of the war on their business, except to say that it is too early to make any predictions. It is certain that if our imports are discontinued, thus cutting off the tariff, the United States will find it necessary to levy a stamp tax, and this, of course, would amount to considerable with the cigar manufacturers. As for stopping the shipment to this country of European tobacco, this would not make any material difference at present, as most of the local manufacturers are well stocked and there is enough additional tobacco in the various warehouses of the leaf dealers. Should the war be of long duration, then it would seriously affect the cigar manufacturing industry of this country, and particularly Detroit, where so much Sumatra is used. However, for the present manufacturers are not worrying and are concerned only in giving prompt attention to their customers. Business is exceedingly good and manufacturers have every reason to look forward to excellent trade for the next few months, at least.

The following figures show the number of cigars made here during July of this year, as compared with the same month last year. The increase was a small one, yet it proves conclusively that Detroit is more than holding its own:

1914—26,754,600 cigars	$80,264.80
1913—26,697,116 cigars	80,097.35
1914—2,515,235 pounds tobacco	201,218.86
1913—2,610,418 pounds tobacco	208,833.51

On account of the building at Shelby and Fort Streets, known as the "Tecumseh," being sold to one of the local trust companies who plan to erect a new structure on the site, all tenants have been notified to vacate within ninety days. Among them is the Chambers Segar Store, one of the oldest in the city. Up to this time they have not secured any new quarters.

The Harry W. Watson Company have bought out a new five-cent cigar, "Subway," made by I. Lewis & Company, who also manufacture the "John Ruskin." Previous to bringing out this new brand, for which the Watson Company are Michigan distributors, large space was used in the local newspapers advertising the same; all of the Watson stands were well stocked with "Subway" cigars in addition to hundreds of other retail stores. The first few days' sales were very large and have continued to be very brisk ever since.

The Revere Cigar Company, of Detroit, make a cigar called "Paul Revere." The past week a man dressed up as "Paul Revere" has been riding up and down the principal streets of the city on a beautiful black horse, there being an attractive banner on the back of the horse reading "Smoke the Paul Revere Cigar." The stunt recalls to the minds of many the patriotic poem of "The Ride of Paul Revere." Gustav A. Moebs is at the head of the Revere Cigar Company.

Nate Shapero, of M. A. Gunst & Company, and George Stocking, of Marcelina Perez & Company, were late visitors here.

After a six weeks' trip through the Middle West, most of which time was spent in Kansas City, Albert W. Worch, one of the partners in the Wayne Cigar Company, of Detroit, returned home on July 29th. Mr. Worch states that his worst trouble while away was to console the many retailers who could not get enough of "Niles & Moser Hand-made."

Alfred W. Penner, local representative for E. Rosenwald & Brother, and Charles Spietz, of the Wayne Cigar Company, attended the funeral in New York of Benno Newburger.

John T. Woodhouse, of Detroit, wholesale tobacconist, is making plans to leave with his family some time this month for Alaska.

W. P. Freligh, known through Michigan as the "Owl Man," has been conducting a very vigorous campaign in Kalamazoo in the interest of Best & Russell.

A local concern who reports good business is the Klip Cigar Manufacturing Company at 880 Grand River Avenue. They began business March 1, 1913. In November of the same year they incorporated with ample capital and elected officers as follows: A. G. Smith, president; C. V. Smith, vice-president; George S. Clarke, secretary, and Henry C. Hudson, treasurer. They specialize on the "Klip" five-cent cigar. It is steadily growing in favor and is now largely distributed throughout the state. They also manufacture "Havana Luxury," a five-cent cigar, and "Havana Crest," in the ten-cent line.

William J. Trick, former Cheboygan, Mich., cigar manufacturer, has opened a factory in Pontiac and is making two brands, "Pontiac Motor Club" and "Trixie."

O. W. Stark has taken a position with the Woodhouse Company, wholesale tobacconists, in Grand Rapids. He recently recovered from a long siege of sickness.

William C. Law, 927 Gratiot Avenue, has been showing a very attractive window of "Bold" cigars.

Gus B. Hirsch, of Hirsch & Hirschburg, leaf tobacco dealers, of Dayton, O., was in town the last week in July. He came here for the purpose of securing the Dayton agency for a number of Detroit-made cigars, as his firm is extending its operations by also becoming jobbers of cigars as well as tobacco. Gus reported business to be excellent.

The Union Cigar Company has been organized in Petoskey, Mich., by John and Charles Golster, who recently purchased the Bert Keet business.

Detroit regrets saying good-bye to Willis Andruss, who has been making this territory for "Fifty-Six" cigarettes, and who has accepted a position with H. Fendrick, of Evansville, Ind., who makes the "Charles Denby" cigar. He is to represent them in Kansas City and the Middle West. Mr. Andruss had many dear friends here and had been making Detroit for many years.

All punch boards and other forms of gambling have been tabooed in Flint, Mich., by the police department. Every pool room, cigar store and drug store where the games of chance have been flourishing have been ordered to get rid of their paraphernalia. The sweeping order came as a result of the numerous complaints recently to the police department.

Joseph Schwartz, the famous stogie king, of Cleveland, was a recent visitor to Detroit on his way West. Mr. Schwartz represents fourteen large stogie manufacturers.

AL U. THORNBURG.

A large army could be recruited from loyal "Bold" smokers.

ABOVE ALL

Their sympathies in the present crisis might vary. Their taste for cigars always remains the same—"Bold"

"Bold" smokers might accept substitutes for anything but their smokes

BOLD CIGAR 5¢

Are you supplying your trade with "Bold"? Don't lose business.

BOBROW BROS. - - - - Philadelphia, Pa.

Exact Fac-simile of the Government Stamps on Cigars, Cut Tobacco and Cigarettes, issued by the Government of the Republic of Cuba, according to the Law of July 16th, 1912.

THE ABOVE STAMP IS USED FOR CIGARS AND CUT TOBACCO

All manufacturers are compelled to affix these Stamps on all boxes of Cigars, packages of Cut Tobacco, as well as packs of Cigarettes, which are manufactured by them, and which constitute an absolute guarantee to the smokers, that the Cigars, Cut Tobacco or Cigarettes contained therein, are of Genuine Cuban Origin, made by Expert Havana Cigarmakers and Tobacco Workers.

THE ABOVE STAMP IS USED ON ALL PACKAGES OF CIGARETTES

The COLOR of THE ABOVE STAMPS is GREEN.

M. E. Canle, 156 Water Street, New York, Representative for the United States, of the Union of Manufacturers of Cigars and Cigarettes of the Island of Cuba, is duly authorized to prosecute any falsification, or colorable imitation of the above stamps by law with the assistance of the Cuban Minister at Washington.

JOHN F. HEILAND & CO.
Lancaster County Fancy B's
LANCASTER, PENNA.

J. K. LEAMAN
Packer of and Dealer in **Leaf Tobacco**
Office and Salesroom
110-112 W. Walnut St., LANCASTER, PA.
Warehouse: Bird-In-Hand, Lancaster Co., Pa.

E. L. NISSLY & SONS
GROWERS AND PACKERS OF
CHOICE CIGAR LEAF TOBACCO
Packing Houses: Lancaster, Florin. Main Office: Florin, Pa.
Critical Buyers always find it a pleasure to look over our samples
Samples cheerfully submitted upon request.

B. F. GOOD & CO.
PACKERS AND DEALERS IN *Leaf Tobacco*
NOS. 49-51 WEST JAMES STREET
LANCASTER, PENNA.

MILTON H. RANCK
Packer and Dealer in
Domestic Leaf Tobacco
Office: Cor. Duke and Chestnut Streets
LANCASTER, PENNA.
Packing Houses: Strasburg and Lancaster

Jacob Bowman & Bro.
Dealers in and Packers of
LEAF TOBACCO
Penna. and Ohio Tobaccos a Specialty
226-230 East Grant Street, Lancaster, Penna.

John F. Nissly & Co.
Packers and Dealers in
LEAF TOBACCO
And Importers of HAVANA
No. 143 Market Street, Lancaster, Pa.

THE YORK TOBACCO CO.
Packers and Jobbers in All Grades of **LEAF TOBACCO**
Office and Warehouse, 15 East Clark Avenue, YORK, PA.
MANUFACTURERS OF CIGAR SCRAP TOBACCO

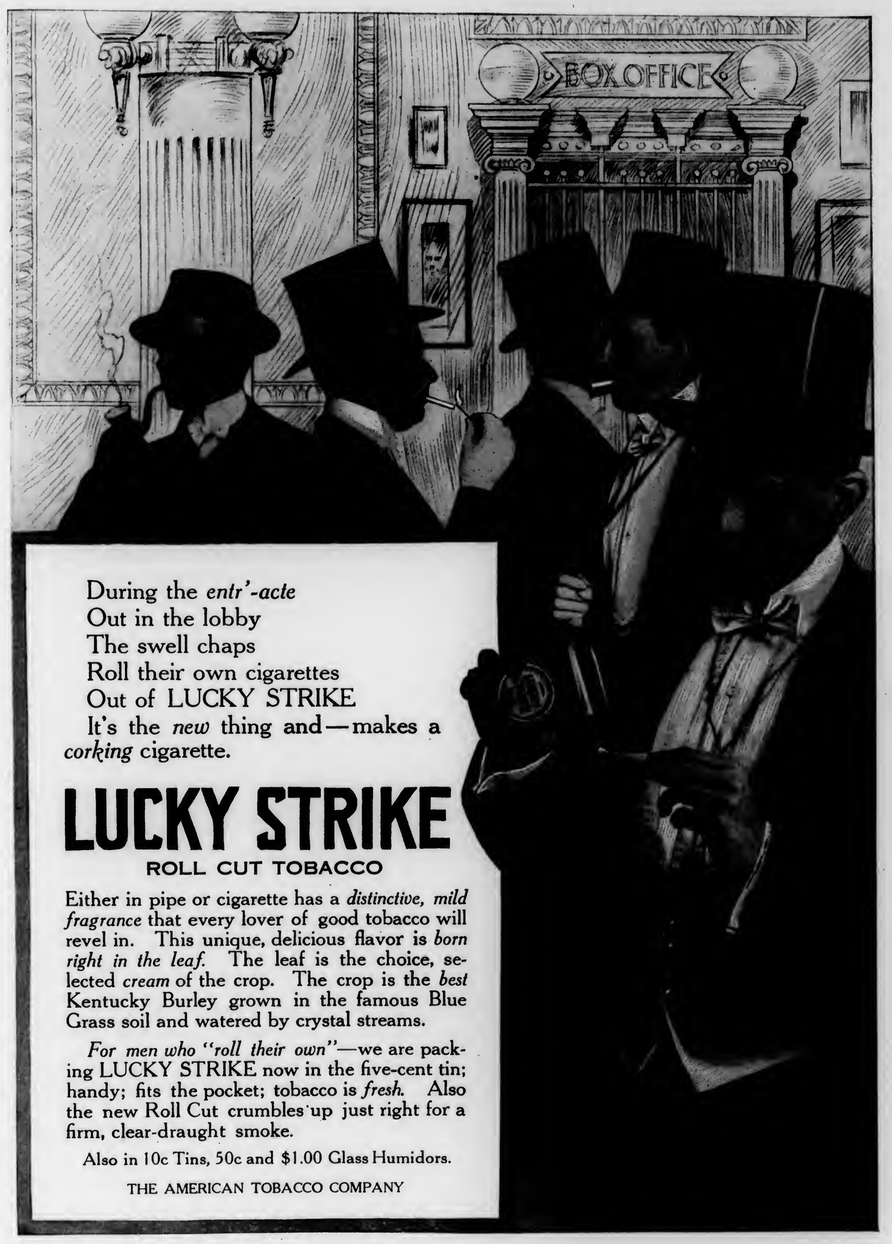
J. U. FEHR & SON
Packers of Fine Cigar Leaf
Fancy, Lancaster County B's and Tops a Specialty
135-141 Maple Street, Reading, Penna.

Established 1890 Correspondence Solicited
KEYSTONE VARIETY WORKS
HANOVER, PENNA.
Cigar Ribbons, Silk Imitation and Muslinola Ribbon
Printed or Stamped in Gold or Silver
Labels. Stock Cards. Give Us a Trial. We Want Your Opinion

ESTABLISHED 1877 NEW FACTORY 1904
H. W. HEFFENER & SON
Steam Cigar Box Manufacturers
AND MAKERS OF
Patented Wire Bound Shipping Cases
HOWARD & BOUNDARY AVE. YORK, PA.

For Genuine Sawed CIGAR BOXES, Go to Established 1880
Keystone Cigar Box Co., Sellersville, Pa.
Our Capacity for Manufacturing Cigar Boxes is Always Room for One More Good Customer
MONROE D. SELLERS, SELLERSVILLE, PA.

J. F. Reichard
PACKER AND WHOLESALE DEALER IN
Cigar Leaf Tobacco
We offer a full line Pennsylvania
Wisconsin, Connecticut and
Ohio, and Sumatra,
Havana and Florida
TOBACCOS
Domestic tobacco direct from the grower to you. We have the goods and facilities. Let us submit you samples and prices.
Main Office: YORK, PA.



During the *entr'-acte*
Out in the lobby
The swell chaps
Roll their own cigarettes
Out of LUCKY STRIKE
It's the *new* thing and—makes a *corking* cigarette.

LUCKY STRIKE
ROLL CUT TOBACCO

Either in pipe or cigarette has a *distinctive, mild fragrance* that every lover of good tobacco will revel in. This unique, delicious flavor is *born right in the leaf.* The leaf is the choice, selected *cream* of the crop. The crop is the *best* Kentucky Burley grown in the famous Blue Grass soil and watered by crystal streams.

For men who "roll their own"—we are packing LUCKY STRIKE now in the five-cent tin; handy; fits the pocket; tobacco is *fresh.* Also the new Roll Cut crumbles up just right for a firm, clear-draught smoke.

Also in 10c Tins, 50c and $1.00 Glass Humidors.

THE AMERICAN TOBACCO COMPANY

F. ROCHA & CO. Cable: "DONALLES"

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo
Partido y Vuelta Arriba

SAN MIGUEL 100 HABANA, CUBA

M. A. SUAREZ & CO.
(S. en C.)

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SEPTEMBER 1st
1914

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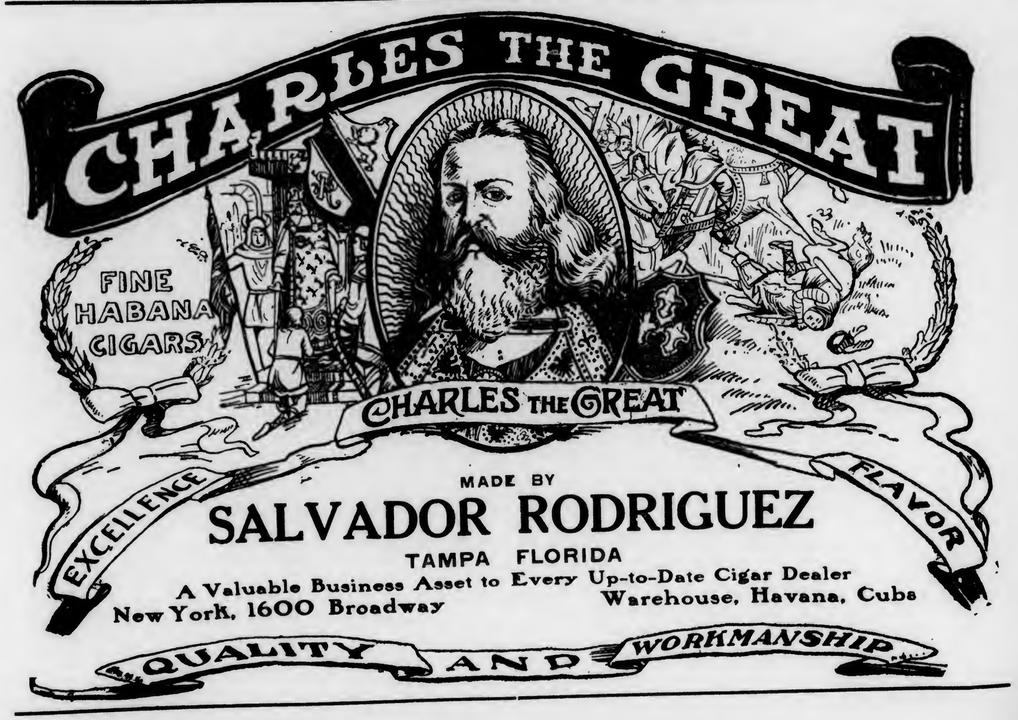

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The Exceptional Cigar

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Union Leader Redi-Cut is a "sight-seller" with a satisfying goodness that makes permanent trade—because it's a "pressed-down, heaped-up, and running over" ten cents' worth.

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Also in Glass Tumblers, 10c; Glass Fruit Jars, 25c and 50c.

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Tobacco grown on the Island of Cuba
Under the personal supervision of

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A BUSINESS BUILDER

LONDRES BLUNTS

INVINCIBLES

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"44" Cigar Co., Philadelphia

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Jose Lovera Co.
TAMPA, FLA.

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FIVE CENT CIGAR
PHILADELPHIA

DIAMOND JOE
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ESTABLISHED 1860

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5c CIGAR

OYES DE ESPANA

Clear Havana Cigars

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BY STOCKING

"Our Principal"

A Nickel Cigar of Merit

Smokes Well
Sells Well
Pays Well

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In Demand

"Above All"

BOLD CIGAR 5c

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Real Havana Tobacco Skillfully Blended

Pre-eminent by Comparison

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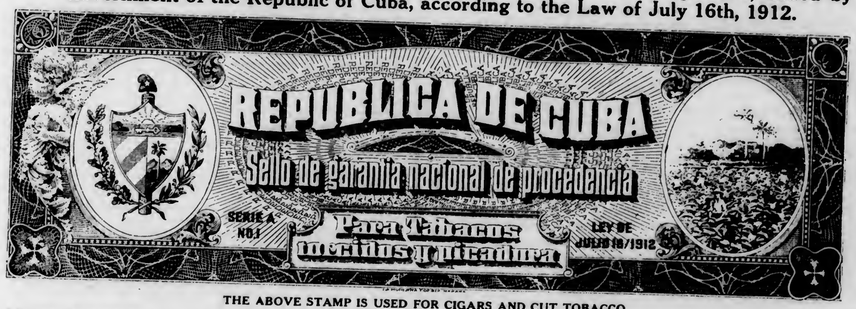

THE ABOVE STAMP IS USED FOR CIGARS AND CUT TOBACCO

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The COLOR of THE ABOVE STAMPS is GREEN.

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5c.-Rocky Ford Cigars-5c.

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Made at our Newark, N. J. Factories

We also manufacture at our several factories located at Pittsburgh, Pa. the celebrated

[Pittsburgh "FAMOUS" Stogies]

The jobber's biggest asset in the 2 for 5c. line.

Our 2 for 5c. and 3 for 8c. lines of CIGARS and STOGIES are so extensive that space does not permit mentioning

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28th and Smallman Sts. Pittsburgh, Pa.

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• DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

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They Lead the Leaders

26 SIZES

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ROMEO Y JULIETA

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This Country, Fortunately, Has Produced This Year the Finest Wrapper Crops In Its History

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HAVANA CUBA

Like his big 10c. brother

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is *"good thru and thru"*

½ the size — ½ the price

A *real* little cigar

5c.

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JUST A MINUTE!

Every Merchant now and then feels the need of a new 5 cent Cigar—the first chance you have, put in

"COURTELLO"

Without any advertising this Cigar has met with great favor and everybody is talking about it—only lately have we been able to get them fast enough to supply the demand.

We have them in four sizes

LONDRES—INVINCIBLE—PANETELA and LITTLE COURTELLO

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AGENCIES IN THE PRINCIPAL CITIES OF THE WORLD PRICE LIST UPON APPLICATION

214-216 WEST 47th STREET, NEW YORK

THE TOBACCO WORLD

Vol. XXXIV. PHILADELPHIA AND NEW YORK, SEPTEMBER 1, 1914. No. 17.

PROPOSED INCREASE IN TOBACCO TAX MEETS STRONG OPPOSITION

Storm of Protest From Every Part of Country—Manufacturers and Workmen Express Disapproval—Industry Ready to Fight Against New Burden

DESPITE the fact that the question of increasing Government revenue to meet the loss in import duties has not been decided and probably will not be for some time, the cigar and tobacco industry is up in arms at the suggestion that the old war tax be levied on cigars and tobacco to help meet this deficit. THE TOBACCO WORLD is daily in receipt of letters from all parts of the country protesting against the proposed taxation and urging that this paper use every influence to prevent such action by Congress. The cigar and tobacco associations in every section have drawn up resolutions of protest and forwarded them to those in authority at Washington, and it is evident from the wording of the letters and resolutions that any effort to subject the tobacco industry to further taxation will meet with the bitterest opposition.

The opinion is widespread that any such action by Congress will have a tendency to defeat the very end sought. It is believed that further taxation will have a tendency to decrease production, thus causing a loss not only in the present amount of revenue but in that which is expected to be raised additionally.

The stogie makers and manufacturers are among those who will be hardest hit by any such action, and their protests are daily pouring into Washington.

Any industry that pays a tax to the Government of upwards of $75,000,000 annually can hardly be called a luxury. Yet there are hundreds of luxuries, that are really luxuries, that pay no tax at all.

There is a lot of difference between the man who smokes stogies and the man who can afford to keep an automobile. Persons who can afford to own automobiles can better afford to assist in meeting this deficit in revenue than cigar manufacturers and cigar smokers. The automobile is not a necessary method of transportation.

When Europe is involved in a struggle of extermination, it is interesting to read that the tobacco factories of England are working day and night to manufacture tobacco for the needs of the army and navy. When money is being hoarded with miserly care it hardly seems possible that governments would spend money on tobacco to supply the needs of half a million men if it were a luxury.

The tobacco industry has been patient and long suffering and there need be no surprise at the strong opposition that is expressed by the trade on every side in response to the proposal to further burden tobacco manufacturers. If an investigation is needed to justify these protests, then the manufacturers will welcome it, knowing as they do, that further burdening of the trade will mean but one thing—the extermination of hundreds of revenue paying manufacturers.

It is to be hoped that the President will carefully consider the protests of the manufacturers and that the industry that has for a long time borne a large share of the Government expenses will not be further burdened; especially when there are so many other things that are really luxuries that could well stand a temporary tax.

(Continued on Page 26)

GREAT BUSINESS OPPORTUNITY FOR AMERICA SAYS C. A. WHELAN

"Made in U. S. A." Slogan of Prosperity Era—"Buy Goods Made in America," Says "United" Sign—Idle Men Will Then Have Work by 1915

NEW YORK CITY, August 28, 1914.

THAT nothing can stop the boom for American business that has started is the expressed opinion of Charles A. Whelan, president of the United Cigar Stores Company. He has backed this belief by having a sign placed in the windows of the company's stores which reads as follows:

The Way to Put Every Unemployed Worker to Work—BUY GOODS MADE IN AMERICA

Mr. Whelan is firm in his belief that if the people in this country will buy only American-made goods, every idle man or woman in the country will be at work by January 1st. His own observations have satisfied Mr. Whelan that the era of prosperity for this country has started and that once fairly going, nothing will be able to stop it. Although Mr. Whelan's interests include cigars and tobacco, he declares that the sign in the store windows has nothing whatever to do with cigars and tobacco.

In a recent interview Mr. Whelan said:

"During twenty-one days in August the books of the United Cigar Stores Company show that we did the biggest business of any twenty-one August days in the history of the company, so it is plain to be seen that we haven't been hurt.

"I spent some time calling up various concerns and asking how their business was getting along. I was astonished at some of the reports I got. For instance, I learned from a cut glass concern that it was not able to fill all its orders. Another concern told me that it doubled its plant when the war started and now needs more room. A toy goods man said that because toys made in Germany were not coming to this country he had succeeded in getting one of his biggest orders from Boston. Others said that they had not felt the effects of the war at all. Now this shows that things are picking up.

"When we once get going nothing is going to stop us. Take practically every line of business; when they get started they will adjust themselves to conditions. And when they are going they will make big quantities and will get fair prices.

"If people will only buy American-made goods it will not be long before there will be work for everybody who is now idle.

"There will be no trouble to turn the balance of trade in our favor. It is up to the American people to seize the great opportunity which they now have in their own hands."

KNICKERBOCKER.

P. A. Becker, the well-known manufacturer of glass cigar box lids, was a visitor in Philadelphia yesterday, en route to Atlantic City.

PLAN TO AID FARMERS LAID BEFORE BANKS AND COTTON COMMITTEE SUBMITS REPORT

Will Accept Tobacco Receipts at 75 Per Cent. of Face Value —Currency Must Not Be Used for Speculative Purposes

WASHINGTON, D. C., August 28, 1914.

SECRETARY OF THE TREASURY McADOO yesterday placed in writing his plans for aiding the cotton and tobacco producers of the South in the emergency caused by the European war. This plan provides for the issuance of emergency currency under the Aldrich-Vreeland Act upon the security of loans on warehouse receipts made by national banks.

The prospect that war in Europe will destroy the market for months makes it necessary to store the crop, and adopt a plan that will enable planters to meet their obligations. This, it is believed by Secretary McAdoo and the committee, will be wholly practicable under the Emergency Currency law.

Secretary McAdoo has been engaged for several days with the Federal Reserve Board and Treasury officials in preparing a circular statement explaining to all interested the course planned by the department. The statement follows in part:

"Among the eligible securities to be used as a basis for the issue of currency I have decided to accept from national banks, through their respective national currency associations, notes, secured by warehouse receipts for cotton or tobacco, and having not more than four months to run, at 75 per cent. of their face value. The banks and the assets of all banks belonging to the Currency Association will be jointly and severally liable to the United States for the redemption of such additional circulation, and a lien will extend to and cover the assets of all banks belonging to the association and to the securities deposited by the banks with the association, pursuant to the provisions of law, but each bank composing such association will be liable only in proportion that its capital and surplus bear to the aggregate capital and surplus of all such banks.

"It is not my purpose to prescribe the character of the warehouses in which cotton and tobacco may be stored. The banks will be relied upon to see that warehouse receipts issued by responsible warehousemen or warehouse companies alone are accepted and that the cotton and tobacco stored in such warehouses are covered by adequate fire insurance and are protected against injury by the elements."

The Cotton Committee appointed to carry out the plan supported by the official cotton and tobacco conference held here August 24th and 25th, has submitted a report to Secretary of the Treasury McAdoo. Such of the report as is of interest to the tobacco industry is quoted herewith:

"That cotton, tobacco and naval stores should be marketed as deliberately as possible until they can again be exported in normal quantity, and that when properly conditioned they should be warehoused with responsible concerns and should be protected against weather damage and be properly insured against loss or damage by fire.

"That warehouse receipts for these commodities are proper collateral for loans by banks and should be accepted with such limitations as to margin inspection and valuation as conservative bankers may each in their discretion see fit to impose.

"That in the case of tobacco and naval stores the committee is informed that when these commodities are properly conditioned, stored and insured, they are practically non-perishable, and that the committee therefore recommends that warehouse receipts for tobacco and naval stores be accepted as security for loans on a basis that has due reference to their market value, less such allowance as the lenders shall consider reasonable in view of the present suspension of the export demand.

"Your committee recommends that notes having not longer than four months to run, when secured by proper warehouse receipts for the aforesaid commodities, properly insured, be accepted for rediscount by the Federal reserve banks, when organized, and that they also be approved by the National Currency Associations as security for additional circulations to the national banks under the provisions of the Aldrich-Vreeland Act, as amended by the Federal Reserve Act.

"That a subcommittee be appointed by you for the purpose of conferring with the Treasury Department and the banking interests, with a view of carrying into effect the recommendations herein made."

CAPITOL.

Philadelphia Cigar Manufacturers Protest

Cigar manufacturers of the First District of Pennsylvania met yesterday afternoon at the Manufacturers' Club to take action in regard to the proposed emergency tax on tobacco products.

After some discussion a resolution was prepared to read, that "we protest against any increase in the Internal Revenue Tax on cigars, as we believe that any such increase will be an inequitable discrimination against a particular industry and will seriously disturb and demoralize the entire cigar business of the country, our reasons being substantially the same as those set forth in the protest of the Cigar Manufacturers of America, at their meeting in New York, August 27, 1914." (For resolutions see page 27.)

It was the sense of this meeting that a hearing be requested for the cigar manufacturers of the country, at which time they would be permitted to further explain their position as regards the proposed increase, before any definite action be taken.

Among those present were: Charles Eisenlohr, of Otto Eisenlohr & Brothers; Robert Boltz, of Boltz, Clymer & Company; Jacob Langsdorf, of Antonio Roig & Langsdorf; George M. Lex, of the "44" Cigar Company; A. M. Schwarz, of Bobrow Brothers; George I. Watson, of Sig C. Mayer & Company; A. V. Pent, of Pent Brothers; F. E. Brown, of Brown Brothers & Company; S. T. Fulweiler, of P. C. Fulweiler & Brother Company; A. Z. Sherk, of A. Z. Sherk & Company, Reading, Pa.; Mr. Sumner, of Reading; Mr. Tiedler, of Womelsdorf.

G. I. Watson acted as secretary of the meeting.

H. Duys & Company Secure More Sumatra

Despite the fact that the war has embarrassed some manufacturers who use Sumatra, the house of H. Duys & Company have proven that they are ever awake to the current of events, and in anticipation of the Sumatra shortage this well-known firm has purchased and arranged for the delivery of more than 2000 additional bales of Sumatra. To be exact, 2472 bales of Sumatra have already been delivered, thus placing the house of Duys in a position to supply their customers with their usual promptness.

REVENUE OF TOBACCO WAREHOUSES CUT OFF

No Money for Salaries—Appeal Made to Maryland Governor—Most of Crop Goes to Fighting Nations

BALTIMORE, MD., August 24, 1914.

IN consequence of the European war and the stoppage of exports, the State tobacco warehouses have had so little revenue in the last few weeks that an appeal has been made to Governor Goldsborough for funds with which to pay the salaries and other fixed charges of operation, pending the resumption of shipments.

The revenues of the warehouses, it appears, are obtained from "outages," or the export charge on shipments of tobacco. This charge is $2 a hogshead. And, inasmuch as practically all the Maryland crop of tobacco is exported to Germany and France, the stoppage of trans-Atlantic transportation has about eliminated all revenue for the time being.

Meanwhile the farmers of Southern Maryland are sending tobacco to the warehouses and the officials there are up against the problem of testing, classifying and storing it without having the money to pay those employed in the work. Of course, as soon as the foreign markets open again the gathered stock of tobacco will be exported and the regular "outages" will be collected on all, thereby enabling the warehouses to repay whatever money may be advanced temporarily for the fixed charges.

"I do not know of any authority we have to borrow money for the fixed charges of the warehouses at this time," said Governor Goldsborough, "but I believe that a way will be found to meet the situation. It is merely a temporary embarrassment and as soon as the markets are opened exportation will begin and the warehouses will collect on the tobacco which has been stored."

"Norma Martinez" Manager in Los Angeles

LOS ANGELES, August 22.

F. C. Dana, general manager of the J. M. Martinez Company, Tampa, Fla., was among the recent visitors to this city and has met with splendid success on their "Norma" Martinez" smoker, which is distributed in this city by the S. Bachman Company.

The S. Bachman Company has also taken on the new Cuban-style smoker made by the J. M. Martinez Company, and Mr. Dana reports that the cigar has made an instantaneous hit wherever introduced.

Mr. Dana has been spending the summer calling on the jobbing trade in the East and Middle West, and is on the coast again for the first time since last spring. He has also been on a visit to the factory at Tampa.

The fact that the J. M. Martinez Company is the oldest clear Havana smoker factory in the United States, says Mr. Dana, accounts for the heavy demand made on the Martinez Company during the increased popularity of Havana smokers of the "Norma Martinez" type.

Mr. Dana also informs your correspondent that the new ten-cent straight and two-for-a-quarter line, "Selector," is meeting with marked success. The J. M. Martinez Company is practically the first to introduce the Cuban-style high-grade smokers on the Pacific Coast.

ALKALI.

F. Lozano, of F. Lozano, Son & Company, Tampa, Fla., left that city during the past week for New York City, where he will combine business with pleasure. The well known "F. Lozano" cigar is manufactured by this firm.

JOHN W. SURBRUG RETURNS FROM EUROPE

Chain Store Deal Halted—New Vending Machines Introduced

JOHN W. SURBRUG, who, after disposing of his cigarette business to the Tobacco Products Company and associating himself with that corporation, went over to Europe some months ago, was a passenger on the "Mauretania" when she made her last trip from Great Britain and landed her passengers in Halifax about two weeks ago.

Mr. Surbrug was in Berlin the day Germany declared war, and he made a hasty exit for England, and foreseeing conditions, booked passage home to New York.

His stay abroad proved most beneficial to him as far as his health is concerned and he never looked better in his life, despite months of hard work against heavy obstacles.

Together with Mr. Whelan, Mr. Surbrug has been endeavoring to establish the chain store system in London, throughout Great Britain, and possibly on the Continent. On numerous recent occasions cable dispatches have announced the completion of plans whereby United Stores would be opened in London; the Baker chain taken over; cigarette companies purchased, and other interesting developments. As a matter of fact, a great deal had been accomplished toward the desired end, but Mr. Surbrug states that everything was halted when the war broke out, and very likely nothing will be done for a year or two.

Speaking of cigar merchandising in England, he pointed out the fact that to his mind the British are away ahead of us in their legislation affecting price cutting, so that in establishing a chain store system it becomes a matter of business methods, reputation for honest wares and personality in handling retail trade, rather than offering the consumer an imported cigar at less than it cost to make The "United's" methods, barring cut prices, Mr. Surbrug believes would find high favor in London.

Incident to his return home, Mr. Surbrug brought with him the American rights to two automatic vending machines which are remarkable specimens of their kind. The Duplex Vending Machine Company was incorporated at Albany on the 15th instant, with $100,000 capital, to handle these devices in this country. Mr. Surbrug, his son, J. W. Surbrug, Jr., and his son-in-law, Alexander Eakin, are the parties in interest, and their office is at 204 Broadway.

Chicago Levee Places Closed

CHICAGO, ILL., August 26, 1914.

Local jobbers viewed with mingled feelings the passing of the old Chicago Levee district, which became an actual fact last week with the closing of Freiberg's and Colisimo's, two of the last strongholds of the old regime. These places, while condemned by all good citizens, none the less have been good customers of the jobbers. On the whole, they have sold thousands upon thousands of dollars' worth of high-grade cigars every year, and in the past there has been keen competition among the salesmen to win this class of trade. With the passing of the old system the slumming parties which formerly visited the district will come no more, and the sale of cigars in such places as are permitted to remain open will be considerably less than in the old days which have passed away. Of course, some of the trade will go elsewhere, but the extravagant buying which has characterized the cigar trade of this section for so long will disappear, and in its place will come smaller sales with keen discrimination the predominating feature.

Chicago

Retail Trade Continues Excellent—Startling Pipe Advertisements Displayed—"Ben Bey" Growing in Public Favor

CHICAGO, ILL., August 26, 1914.

LOCAL cigar and tobacco merchants have about decided that in the long run the war which is now in progress among the foreign nations will help business. During the past week retail trade has been excellent. Local jobbers of cigars declare that orders have been satisfactory and that they expect the fall trade to start early. The saloon trade showed a marked improvement, as many of the large dealers have laid in a supply of goods early this year in anticipation of a heavy holiday trade.

Perhaps the best diagnosis of leaf conditions in Chicago and the Middle West can be obtained from Charles Strauss, traveler for C. H. Grote & Son, Pittsburgh, who was in Chicago last week, and with whom the writer had a long talk. Mr. Strauss is one of the oldest leaf men now on the road and his opinion ought to be about the correct idea of the situation.

"Considering that this is the end of a summer which has been filled with excitement and uncertainty," said Mr. Strauss, "the fall trade is opening fine. Manufacturers are buying in a close and cautious manner, but they are buying, and they all tell me that they expect a good business. Collections are good, I understand, and certainly a small volume of business done on the right basis is better than a large volume done on a basis which is not correct. I do not know exactly what effect the war will have on business, as it has not progressed far enough yet. I have just completed a most successful trip and the other boys I met on the road were as enthusiastic about the situation as I am."

However, it should not be overlooked, according to cigar and tobacco men of Chicago, that the initial effect of the war has been depressing on business. This is only natural, and the trade expects nothing else. What will really count is the effect the trouble will have in the long run.

Albert Breitung, the genial proprietor of a number of large stores in the Loop district of this city, who is now abroad, safe and sound in Hamburg, Germany, according to last reports, has sent home a yellow slip issued by the American Express Company, which is good for twenty-five cents. The slip was one of a series issued in Germany to relieve the tight situation caused by the disappearance of currency when the war broke out. The slip has been pasted in the window of the store in the Monadnock Building and daily attracts large crowds, who are always interested in anything from the firing line.

John Beibel, a salesman of the force of Liggett & Myers Tobacco Company, died last week after a lingering illness. Mr. Beibel was one of the oldest travelers on the force of the company.

The Perry Pipe people have been making a number of displays in the windows of leading cigar stores around the city. One of the most popular advertisements is one where John Philip Sousa, the famous band leader, was represented with a cut-out, and smoking one of the pipes, from which clouds of smoke issued automatically. It proved to be a most popular advertisement and attracted large crowds.

Edward Wendland, manager of the cigar and tobacco department for Thorwart & Roehling, has returned from a trip around the Great Lakes.

Robert Boltz, of Bolt, Clymer & Company, Philadelphia, was a visitor to the city last week.

Matthew Wengler, of Wengler & Mandell, will leave this week on an extended trip to Cuba, where he will look over the new Havana crop.

From the headquarters of Taussig & Company comes the announcement that Leo Taussig, of that firm, is the father of a little girl, who arrived last week. Mr. Taussig is buying the cigars for all hands in celebration of the occasion.

"Ben Bey," one of the leaders of Grommes & Elson, is another brand which seems to have found a place of favor in the estimation of the public, for the sales this summer continue most satisfactory, according to J. B. Grommes. The Cuban size continues in special favor with the public. The factory on the northwest side of the city has been rushed with orders all summer.

Six more retail cigar dealers were fined $5 and costs in Municipal Court during the past two weeks for attempting to bring back the "26" dice game, which was formerly one of the best sales stimulators which ever became popular in the local market. In sentencing the men the judge declared that a repetition of the offense would result in a much heavier fine.

"The cigar dealers of the city might as well understand," he said, "that the edict against the '26' game is a live statute, and will be enforced to the letter. The fines which I am now imposing are the lightest possible, and they are just to impress upon the minds of you gentlemen that you must sell your cigars straight over the counter, as other merchandise is sold, and that you cannot gain by preying on the gambling mania which is such a common human failing."

E. R. Welsh, manager of the Union News, and well known to the trade here, has been married, according to a current rumor. The facts are missing, but it is pretty certain that Mr. Welsh is no longer enjoying single bliss. He is now said to be on his honeymoon.

An important addition was made to the already extensive line of the Monroe Cigar Company last week when "Rotary" cigar, made in bond, was placed on the list. The cigar is made by Quiros, Villazon y Ca. The cigar will be launched with an extensive advertising campaign around the city, which will consist for the most part of carefully arranged window displays.

G. W. WHITCOMB.

Given 122 Pounds of Tobacco

John M. Martin, head of the boiler department of the blast furnaces of the Edgar Thompson Works of the Carnegie Steel Company, received a birthday gift yesterday of sixty-one sacks of smoking tobacco, weight two pounds each, from 900 of his fellow employees in the big Braddock Mill. Each sack represented a year.

For many years Martin has been the "easy mark" for every workman, clerk and official who wanted a "pipe." He was never out of smoking tobacco, and it is said has given away as many as 200 "pipes" a day.

John Noey, veteran superintendent of the boiler department for the last forty years, presented the huge tobacco supply to Martin in a neat speech. He alluded to Martin as one of the "old guard" of Andrew Carnegie's department heads.

Will Manufacture in Addition to Retailing

In addition to the cigar store at Carthage, N. Y., which he recently acquired from the Watertown Tobacco Company, Joseph Hill, formerly of Newark, N. Y., will run a cigar factory. The basement under the store will be fitted up to that end, the supplies being brought to Carthage from Newark by Mr. Hill. Four or five men will be employed.

PHILADELPHIA.

Walters Wants to Thank His Customers

M. WALTERS, the popular representative of the "Bold" cigar, starts out today on a trip to thank his customers for their orders! Think of it, just going to thank them. The factory has been so rushed with orders for shipments that they have had to hold up many of their customers, and Walters is now en route to thank them and explain the cause for delay.

Mr. Walters goes to New Jersey today, then to New York, Ohio, Kentucky and around through the Southern States before returning to the home office.

If you handle "Bold" cigars, keep an open eye for Mr. Walters, and get your share of the thanks that he is handing out.

Charles Bobrow, of the firm of Bobrow Brothers, makers of the "Bold" cigar, says that they are now getting caught up and that he hopes Mr. Walters will be able to take some orders for delivery before he gets back off the territory.

Portuondo Brands Doing Well

W. E. Gumpert, the genial salesman of the Juan F. Portuondo Company, who just recently completed a campaign in Alabama in the interests of his company, is now doing some special missionary work in Oklahoma, making his headquarters at Oklahoma City. The factory is well pleased with the orders being received from this territory. Warner Searle, of this company, has returned to the factory and reports a successful trip through New York State and Pennsylvania.

San Martin & Leon Man a Visitor

W. D. Duncan, the well-known representative of the San Martin & Leon factory, Tampa, was a very recent visitor to the Fifteenth and Chestnut Streets store of Yahn & McDonnell, distributors of the San Martin & Leon's well-known "Hoyo de Cuba" in this territory. Following his stay in Philadelphia, Mr. Duncan will visit Pittsburg, Columbus, Cincinnati, Cleveland, New York and New England. He reports good business at the factory, the company being well pleased with the incoming orders.

"Bold" Reisenberg Back from Warring Countries

Henry Reisenberg, the well-known general representative of Bobrow Brothers, who has won fame selling the "Bold" cigar, arrived in New York yesterday, after a compulsory sojourn in London, due to the European war.

Mr. Reisenberg is expected in this city today, and will shortly start out on the road to visit his friends in the trade.

Big Orders for Neumann & Mayer

MONDAY was a big day with the Neumann & Mayer factory and the mail brought orders for a quarter of a million smokes to that factory, testifying to the demand for "Bella Mundo," "White Knight," "El Tello" and "Sherlock Holmes."

Morris Neumann, of the firm, states that business is continuing with them as well as usual, and that the fall outlook is promising. The jobbers and distributors of the firm seem to feel that the cigar business is due for a boom and they are putting their belief into substantial form.

Philadelphia Notes

Ben Straus, of Perfecto Garcia & Brothers, Tampa, Fla., was a recent visitor.

Duncan & Moorehead are featuring "La Glorica" and "Marcello" brands in their window displays this week.

Jose G. Ramirez, the genial secretary of the San Martin & Leon Company, stopped over in town a few days following which he left for Chicago.

Yahn & McDonnell, Juniper and Market Streets, are featuring attractive window displays on the well-known "Hoyo de Cuba" and Jose Lovera's "Manderos" brands.

Hy Hammer, of the "Regresso" factory, accompanied by Francisco Sierra and Celestino Sierra, of this factory, are visiting the local trade en route to Atlantic City, New York, Albany and Niagara Falls.

Jeitles & Blumenthal, the prominent Philadelphia manufacturers, report good business on their popular "Statesmen." They state that the factory is kept busy supplying the orders coming in.

The cigar department of the Twelfth and Chestnut Streets stand of Mitchell-Fletcher, are much pleased with the business done during the month of August. They state that it has shown an increase over that for the same period in 1913.

The El Draco Cigar Company reports business good on their "Stratford" brand, and are looking forward to a good fall trade. "Stratford" cigars have been very popular at the seashore resorts this summer, which indicates that the smokers of these good cigars buy liberally while vacationing.

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INDEPENDENT TOBACCO MANUFACTURERS' ASSOCIATION

BEN. PEARSON, Byfield, Mass. ..... President
J. BLOCK, Wheeling, W. Va. ..... Vice-President
RAWLINS D. BEST, Covington, Ky. ..... Secretary-Treasurer
GEO. E. GILLILAND, Wash. ..... Assistant Secretary

The great tobacco industry of the United States is facing today a situation which threatens seriously to imperil its very existence. If the present Congress should enact the discussed legislation placing an additional tax on tobacco and its manufactured products, there is grave danger that such legislation will create the most frightful panic which the industry has ever known, and in hundreds of cases mean the utter destruction of scores of little manufacturers.

A Grave Peril

Every trite legislator who refers to taxation in any way is firmly of the belief that any additional burdens of taxation should be laid upon the luxuries of life. Sounds very democratic, with an internal revenue tax on oleomargarine on the statute books, which is the butter of the luxurious poor, but if tobacco, and cigars and cigarettes are luxuries, and this point is open to very serious debate when the habits and conditions of the American working man are considered, the fact must not be overlooked that, luxury or no luxury, the enormous industry which yields annually in custom and internal revenue duties an income to the United States Government of about one hundred million dollars, is taxed at this moment to the breaking point.

With the business of the United States in a most timid condition and quite naturally so, the tobacco merchants of the United States, as well as the cigar manufacturers, have been pushed to their utmost to meet their daily expenses, and it behooves every individual who is in the leastwise concerned, to get into instant touch with his Congressman and protest to the utmost against any further burden of taxation upon the sorely tried tobacco interests.

Before hasty legislation is put through, Congress would do well to inquire into the condition of the small and medium sized manufacturers of cigars throughout the United States with their few thousands invested in a business which barely yields a livelihood under the present conditions.

* * *

The tobacco trade generally shows indications of good fall business, and while the war has affected the industry to some extent, the damage as yet is not to be considered serious.

War and the Tobacco Trade

However, what the next few weeks may bring forth is a matter of conjecture and should other nations become involved in the gigantic struggle, leaf men and manufacturers will no doubt meet with serious difficulties.

For the present the sympathy of the trade is with the growers and exporters whose goods have usually gone to foreign manufacturers and foreign regies. The outbreak of the war saw the buyers withdrawn from the field and the exporters were in receipt of many cancellations. The Government has been appealed to, and no doubt a method for financing these men will be immediately forthcoming.

The proposed war tax on cigars has already precipitated a storm of criticism that is growing every hour. Manufacturers in every section of the United States are expressing themselves as protesting against further taxation of the industry that is already heavily burdened. Since the Spanish-American war the quality of cigars has been much improved, the cost of labor has increased and the cost of tobaccos is much higher, so that in considering such a tax it is entirely erroneous to believe that the two situations, as regards the tobacco trade, are analogous. Many small manufacturers who paid the war tax in 1898 could not pay it now and survive.

The Sumatra situation is not so alarming as the importers are well able to supply any present demands; the manufacturers who buy direct from Holland are also beyond embarrassment at present; Holland is not engaged in the war and therefore there is no need for present alarm. However, it is wise to consider that while Holland is neutral at present it is not indefinitely assured, and that in event of that country becoming involved the Island of Sumatra would be a rich prize for the enemy. In such an event an entirely different complexion would be put on the situation.

Fortunately our cigars and cigarettes for export amount to very little, so that we have nothing to fear from that quarter. Consideration, however, should be given to the fact that the finest Turkish tobacco fields now belong to Greece and Bulgaria and that should they become engaged, which is entirely possible, the fine fields of Cavalla and Xanthi may again be devastated and change owners. In this event the manufacturers of Turkish cigarettes in this country would, later on, be hard put for leaf.

Italy, a consumer of our leaf, is another country that shows a tendency to participate in the war.

RETAIL KINKLES

Catchy Schemes Used Successfully By Thinking Men To Improve, Enlarge and Popularize Their Business . . .

In these days of premiums, it is a very difficult matter to hit on something new, but an enterprising cigar dealer of whom we know recently put into execution a plan for increasing his sales, which should be successful if worked along the proper lines.

Selling Cigars With a Dinner Set

In addition to the coupons given regularly with the goods purchased, he notified his customers that a 100-piece dinner set would be given to the patron showing the greatest number of coupons within a specified period. Display cards and attractive notices so placed that they met the gaze of the gentler sex passing by, were of much assistance, inasmuch as feminine longings and feminine desires simply demanded that the dinner set become the property of that particular wife, sweetheart or chum. Therefore, in enlisting the aid of the women, the dealer was possessed of wisdom.

Interest was added to the contest by the fact that bulletins were posted from time to time showing the progress of those contestants possessing a large number of the coupons.

* * *

One far-seeing tobacco dealer who has proved the efficacy of premium giving, has already prepared plans for his fall and winter campaign, and will offer a new style claw hammer, which holds the nail or tack in a specially arranged set of claws, which do not require that the article to be driven be held by the fingers. This eliminates any possibility of bruising, and will appeal directly to women whose thoughts will shortly be turned toward the housecleaning problem.

Hammering for Trade

A cut of the hammer, demonstrating its superiority over the usual kind, is enclosed in each letter which will be mailed to every customer whose name appears on the mailing list of this cigar and tobacco dealer, and the delivery will be timed so that the housewife will receive it soon after her return from the annual outing.

* * *

It was the privilege of the writer to spend several days along the resorts that line the Atlantic Coast, and one feature that caught his attention aside from the one-piece bathing suit and the tunic effect, was the large number of middle aged and elderly men who proudly exhibited a camera.

Cameras for Sales Checks

That these staid and established business men were securing considerable amusement and a healthy coat of tan was evidenced by the abandon with which they traversed the beach without head covering of any kind, and the frequency with which their party would be posed in some artistic group.

Having had some experience as an amateur photographer, I was pressed into service for a picture that resembled the "Grand Ensemble" from a musical comedy, and this enabled me to learn that there were no less than six men, all beyond the half century mark, from the same city in Western Pennsylvania, who were sporting their cameras at the expense of their cigar dealer, he having offered them as premiums for the return of a given number of sales checks given when purchasing cigars and tobacco from his store.

My informant further added that since the possession of the camera he had spent a greater number of hours out of doors than for the past twenty years, and the improvement in health, renewed vitality and a general upbuilding has been the result, and there was no section in and about the resort worthy of attention that he could not produce from the film.

Surely, six enthusiasts such as these men proved to be, were a valuable asset to some cigar and tobacco dealer, and I will wager that there was not another dealer in the same city that would not start a campaign of premium publicity, if they could have heard the words of commendation heaped upon this live wire.

* * *

In planning a premium campaign, it is well to keep the feminine members of the smoker's family in mind, for these, say the genii of facts and figures, comprise the greater portion of those who redeem the coupons and carry away the coveted articles.

Milk Bottle Tops for Coupons

At the beginning of the warm weather in June, one tobacconist whose place of business was located in a section where smaller children were plentiful, conceived the idea of offering a metal cover for milk bottles for the return of a small amount of cash register sales slips, representing cigars and tobacco purchased from him.

These covers were easily transferred from one bottle to another, and would close much like the old-fashioned molasses cup, that we, who were raised in the country, associated with cold winter mornings and large plates of buckwheat cakes.

The publicity gained by this dealer resulted in the best season of his career for the vacation period.

* * *

The advent of a folding coat hanger, that could be carried in the vest pocket, was the means that materially assisted one dealer in cigars and tobacco in disposing of a larger number of cigars by the box than ever before.

Coat Hangers Move Cigars

These cigars were of his regular stock, and packed in 25's and 50's, and with each sale of fifty cigars the folding hanger was presented free.

This useful and novel idea, coming at a time when the suitcase or trunk must contain the wardrobe for the person or family for the vacation period, made an instantaneous hit, to the benefit of the tobacco merchant.

* * *

A cigar and tobacco company of Salem, Mass., solved the problem of securing ready sales and quick distribution for a new line of little cigars, by offering a silver holder with each package of these short smokes.

A Holder With Little Cigars

As this concern was in a locality where there still remained some prejudice against the paper cigarette, the all-tobacco little cigars solved the question to a nicety, and with the added inducement of an attractive holder, a splendid trade has been established.

Securing Retail Cigar Trade by Mail

AT least once or twice a year every progressive cigar retailer has something which he wants to send out to prospective as well as his present customers. Every business man realizes that there is a lot of good business to be worked up through the mail and that he can reach people that way that he could not otherwise. The fact that it is one of the most effective ways of getting business is not denied; yet the expense of direct advertising of this kind is often greatly increased and its usefulness minimized because of the lack of care in making up the list in the first place and keeping it up to date in the second place.

One of the things to remember about a proposition of this kind is that the best people to send advertising to are those personally known. While it is all right to take the telephone book or some lodge list, or a club membership list in order to get volume, it is much better to build up a list by adding constantly the names of people who are dealing with your store, or who are known to the employees of the store. This establishes a personal relationship which gives the communication life and supplies the buying impulse which is often lacking otherwise.

This is realized by many of the big stores in the large cities. One such has its various clerks turn in the names of friends and acquaintances, and the letters which go out to them are signed in the name of the employee who has turned in the name. The letters which are handled in this way are said to "pull" much harder than those which are on the ordinary mailing list, and which are consequently without any unusual appeal.

One of the opportunities to build up the list that is often overlooked, is in not getting the names of all cash customers who come in. Because the purchaser pays for the goods at the time he buys them, is no reason why his identity should be lost. On the other hand, that indicates that he might be the most desirable. Hence it is good business to take the name of every customer, no matter whether his name would find its way to the records or not, and to add it to the list of those regularly receiving the direct advertising matter of the concern.

In watching the mailing list, attention should be given the fact that a few hundred good names is better and more productive than a thousand indifferent ones. That many merchants fail to correct or revise their lists is shown by the fact that often the names of undesirable customers, who are not regarded as worth credit, are allowed to remain on the lists. Think of the folly of spending money for printed matter, envelope and stamp to solicit the business of the man who wouldn't be welcomed to the store even if he came. And yet a blunder of this kind is not so unusual as one might think at first blush.

Addresses should be corrected in order to facilitate prompt delivery, if for no other reason; while those who move away, die, or for any other reason are no longer good prospects, should be eliminated from the list. By constantly cutting away at the list, and restricting it to those who are known to be worth while, desirable customers, the cigar dealer can kill two birds with one stone. His list will cost less to circulate, and it will be much more productive.

In connection with mailing lists, attention should be called to the fact that much use is made of retailers' lists by manufacturers, especially those who advertise their brands to the consumer. Some merchants hesitate to supply the names of their customers or prospective customers to manufacturers whose goods they handle, on the ground that the list might fall into the hands of competitors, or to be used for the purpose of making direct sales. Ordinarily, however, this co-operation is of the greatest possible benefit to the retailer, since it means simply that the manufacturer is spending money for the purpose of attracting trade to the store of the retailer. While there may be houses which would make use of a list furnished by a merchant in an illegitimate way, it would be a rare exception. And direct advertising is so effective a means of moving the goods in the stock of a merchant that every opportunity to secure the manufacturer along this line should be welcomed.

A mailing list, properly compiled, aggressively used and carefully corrected, is a big asset for any store; but carelessly handled or neglected, it is a hindrance rather than a help.

May Tax Soft Drinks

WASHINGTON, D. C., August 31.

In preparing the emergency internal revenue bill to offset Treasury losses due to curtailment of imports, members of the Ways and Means Committee are said to be contemplating extending the stamp tax to cover soft drinks, as it is urged that they are as much of a luxury as wines or beer.

Another suggestion is a stamp tax of 5 or 10 per cent. on railroad tickets and admission to theatres, baseball parks and other licensed amusements. It is estimated that from $50,000,000 to $80,000,000 could be raised in this way.

The committee has not determined upon a complete taxation plan as yet, but purposes to hasten its deliberations so a bill may be introduced soon after President Wilson addresses Congress on the subject, which probably will be immediately upon his return from New Hampshire. Administration leaders are impressed with the necessity of quick action in order to disturb business conditions as little as possible.

Among the committee Democrats there has been some opposition to any war tax at all at this session.

CAPITOL.

American Tobacco Company's Offer

Percival S. Hill, president of the American Tobacco Company, has sent the following notice to the company's customers in Alabama, Arkansas, Florida, Georgia, Louisiana, Mississippi, North Carolina, South Carolina, Oklahoma, Tennessee and Texas:

"We have become aware of the embarrassment brought on the cotton growing section by the European war, and the resulting inability to market cotton crops. We earnestly hope and believe that this embarrassment is temporary. We are anxious, though, to contribute so far as we can to the relief of it. On that account we will permit our customers in the states above mentioned to discount their bills, on account of purchases made hereafter, within ten days after October 15, 1914. This applies to all purchases of all our lines, and whether crop shipments or stock shipments."

Mr. Henry Steiner, of Wm. Steiner, Sons & Company, has been spending a fortnight's vacation up in the Adirondacks, a guest of the Leland House, on Schroon Lake. He is expected home in a few days.

"Savarona" Handlers Place Big Orders

S. MICHAEL, who covers New York State territory for the Cayey-Caguas Tobacco Company, makers of "Savaronas," has just completed a flying trip over the upper part of the state and came back with a bag full of orders amounting to over three hundred thousand cigars in the total. Mr. Michael says that he found only one dealer in his territory who seemed the least bit perturbed about business conditions, but that all the others felt convinced that they would do a big fall and holiday business and placed their orders accordingly.

The Cayey-Caguas Company have eclipsed last year's record up to the present time and Vice-president Johnson, who takes care of the Porto Rican end of the business, has planned to largely increase their output in the near future.

The company are now nicely settled in their new quarters at the southwestern corner of Water Street and Maiden Lane, New York, and visiting trade will find a cordial welcome at all times.

President Hoisington has been taking a brief vacation in the country during the past fortnight, but has not had time to make his usual visit to his summer home on the little island which he owns up in Maine.

R. A. Bachia & Company Not Complaining

A call at the clear Havana factory of R. A. Bachia & Company, 47 West Sixteenth Street, New York, discloses that this firm is doing its fine normal business notwithstanding complaints from any other quarters.

The "La Flor de R. A. Bachia y Ca." brand is one of the most popular high-grade smokes made in New York City, and is made of clear Havana tobacco through and through with a record for uniformity which is most enviable. These goods, with their exclusive green and gold bands, are found in the most select smoke shops and clubs throughout the United States.

Mr. R. A. Bachia, head of the house, has a beautiful home down at Bay Shore, Long Island, and takes a day off every now and then just to while away some time getting acquainted with his home surroundings.

Merriam's Business Holds Good

John W. Merriam & Company have experienced an excellent business during the month of August on all their brands, and report that the business is quite up to the mark of last year if not a bit beyond.

The firm have had a rousing reception on their popular-priced smokers "Red the Ruff," which are of recent introduction. A big Broadway display last week brought good results.

A New Pipe Concern

Incorporation papers have been recently filed at Albany, N. Y., for the Ricardo Pipe Company, of Manhattan, with headquarters at 1571 Park Avenue. E. R. Burke and Christopher O'Brien are interested, with C. M. Norden, the attorney.

Moritz Neuberger in Nurnberg

THE many friends of Moritz Neuberger, head of the firm of Heinrich Neuberger and the Griffin-Neuberger Tobacco Company, were much relieved to hear that he had cabled his office last week via Antwerp that, together with his family, he was safely located in Nurnberg.

Mr. Neuberger was formerly an officer in the Imperial German Army, but he resigned his commission several years ago when he came to the United States, and although hé is still a German subject, there is little likelihood of his being called to the colors.

Krinsky's New "Cosmos" Cigarettes

I. B. Krinsky Estate have just brought out a new high-grade brand of Turkish cigarettes which has caught on in fine shape with their trade. The new brand is named "Cosmos" and the packages are very attractively gotten up in red and gold.

"Cosmos" are packed ten for fifteen cents, and the firm guarantee that they are manufactured from the finest selections of pure Turkish tobacco which money can buy.

The Krinsky factory is operated strictly with union workmen, and this fact makes their goods very popular in many sections.

Their business on their long established "Fifth Avenue" brand is increasing heavily each month, and these goods have a firmly established reputation in all sections of the country.

Dealers who wish to put on a new brand of good sellers should write I. B. Krinsky Estate, 207 North Fourth Street, Brooklyn, for samples and prices.

Bogus Coupon Plan Nipped

Thomas W. Lawson is credited with the remark that "it's the hardest thing in the world to find an honest partner in a crooked deal," and that is just what the three crooks, Joseph Felix, Samuel Druce and Max Rein must have thought last week when they called at the office of George Brunswick, and after receiving from him, and paying for them, four plates made to imitate United Cigar Store coupons, were pounced on by detectives and led off to the Tombs.

Previous to this, the trio had approached Mr. Brunswick, who is a highly respected photo-engraver at 187 Broadway, and laid their scheme out with him, asking him to make the plates. He agreed without a murmur, and notified the police just as quickly. He was instructed by the authorities to go on with the work and when the plates were delivered the arrests followed.

When the men were arraigned before Magistrate Nolan, Vice-president Baeder, of the United Cigar Stores Company, informed the court that the arrest of the men had saved his company from a probable loss of $100,000, as it would have been necessary, had the bogus coupons been floated, for them to entirely withdraw the series of coupons imitated from circulation.

OBITVARY

Andrew Wilson

ONE of the most prominent men engaged in the wholesale tobacco business throughout the Dominion of Canada died Thursday, August 13th, in Toronto, Ont., in the person of Andrew Wilson who lived for forty years in that city. Mr. Wilson died at his home, 5 Beaumont Road, Toronto, following an illness of four months. At the time of his death he was president of the firm of Andrew Wilson & Company, Ltd., wholesale tobacconists, which concern he founded fifteen years ago. Previous to organizing this company the late Mr. Wilson was a partner in the firm of Scales & Wilson, also wholesale tobacconists. Deceased was one of the most popular business men in Toronto. He was born in Scotland fifty-nine years ago and came to Canada in 1873, residing for some time in Hamilton, Ont., before settling in Toronto. He is survived by his son, Ross Wilson, and one brother, Alexander R. Wilson, who is secretary of Andrew Wilson & Company tobacco house.

Louis A. Mutschler

Louis A. Mutschler, aged fifty-three, who for the past twenty years was an expert leaf tobacco buyer for John Brand & Company, died Friday night, August 14th, at his home, 427 East Water Street, Elmira, N. Y., following an illness of five years. Deceased was a member of many organizations, among them Union Lodge No. 95, F. & A. M., and Cashmere Grotto No. 11, M. O. V. P. E. R. He leaves his wife, one son, Robert L. Mutschler, of White Plains, N. Y.; two brothers and three sisters.

Edward Schnedler

Edward Schnedler, aged fifty-five, who until two years ago was engaged in tobacco business in Batavia, LaSalle and Lockport, N. Y., died Thursday night, August 13th, in his recent home in LaSalle, Ill., and his body was shipped to Batavia for interment. During his earlier life the late Mr. Schnedler conducted a cigar and tobacco store in Batavia, afterward removing to LaSalle and thence to Lockport, from which city he left two years ago for LaSalle. His parents were the late Mr. and Mrs. Frederick Schnedler, of Batavia.

Charles J. Kiesling

Charles J. Kiesling, fifty-eight years old, for many years a manufacturer of cigars and member of many branches of Masonry, died late on Thursday at his home, 2063 East York Street. His home adjoins the cigar plant which he headed.

Mr. Kiesling was a member of the Philadelphia Rifle Club. In German societies he was very active, being affiliated with the Cannstatter Volksfest Verein, Columbia Gesang Verein and many others. He was affiliated with the William C. Hamilton Lodge, No. 500, F. and A. M.

Martin A. Phelan

Martin A. Phelan, one of the oldest residents of Worcester, Mass., and a widely known tobacconist, died recently from heart disease.

William H. Thomas

William H. Thomas, formerly of Bay Ridge, Brooklyn, and a well-known importer of cigars, died recently at the home of his brother in Bridgeport, Conn. Mr. Thomas was associated with the firm of W. H. Thomas & Brother for many years importers of clear Havana cigars. The deceased was a son of Commodore William H. Thomas, of the New York Yacht Club, and was also a member himself. He was also a member of the Chamber of Commerce and the Brooklyn Club.

Henry S. Dibert

Henry S. Dibert, a prominent cigar manufacturer of Reading, died August 31st, at the summer residence of his brother, at Lake Hopatcong, N. J. Heart disease was the cause of death. Mr. Dibert was sixty-three years of age. He went to Reading when a young man and started in the cigar business with his brother. It became one of the largest in the city, but the brothers recently sold out.

James E. Nichols' Remains Not Lost

Despite published rumors to the contrary, an official of Austin, Nichols & Company states that the body of James E. Nichols, who died in July in Marienbad, Austria, is not lost, but is in Hamburg in care of the Hamburg-American Line.

Lewis E. Pierson, president of Austin, Nichols & Company, Inc., has received the following cablegram from the American Express Company's office at Copenhagen:

"Vollrath wires can obtain Nichols' remains on company's guarantee. Wire instructions. Replying your telegram nineteenth, Vollrath positively states casket and documents with Hamburg-American Line, casket at our disposal upon receiving guarantee. Have wired Mrs. Nichols."

Mrs. Nichols is in London and plans to sail for this country by the American Line on August 26th.

Trade Jottings

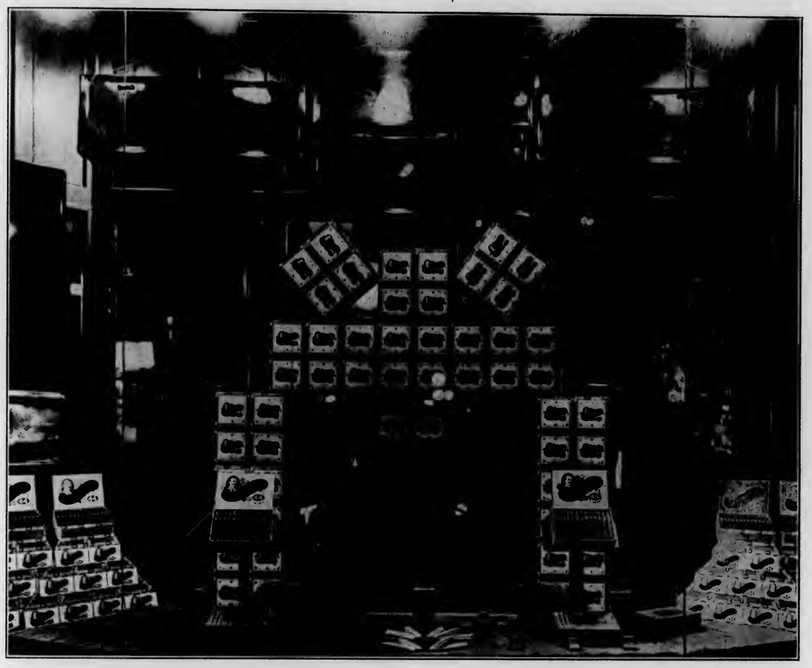
Among the recent visitors to Tacoma, Wash., was F. R. Baker, of T. J. Dunn & Company, who spent his time while there in featuring the popular "New Bachelor" cigars of his company.

Walter Greenebaum was recently seen in Cincinnati. It has since developed that Mr. Greenebaum was looking after the interests of the "Muriel" cigar, of the P. Lorillard Tobacco Company.

The Foley-Wolfe-Kinney Company, Rochester, N. Y., who only a short time ago took on the "Havana Ribbon" cigar, manufactured by Bayuk Brothers, Philadelphia, recently featured some attractive window displays on the brand.

"La Mega," manufactured by V. Guerra, Diaz & Company, Tampa, Fla., was recently placed in ten sizes with the P. C. Knowlton Company, Memphis, Tenn., by W. B. Moore, the company's representative.

Under the direction of a captain, missionary men recently invaded Greater New York, for the purpose of making better known and increasing the sales of the well known brands of H. Traiser & Company, Boston, Mass. All orders were placed through S. Monday & Sons, Brooklyn jobbers and distributors in that section for the "Pippin" and other brands manufactured by the Traiser Company.



The illustration of the accompanying display of "44" cigars recently appeared in a window of the Smoke House, Fort Smith, Ark. It was arranged by the Halliburton Cigar Company, "44" distributors at Fort Smith. It is to be regretted that the photograph does not do justice to display. It was one of the finest window arrangements that has been seen in Fort Smith in a long time, and it created much comment and considerable trade.

Steiner German Process Bands

Since the outbreak of the great European war, many cigar manufacturers who have hitherto used German imported labels on their cigars have been confronted with the question of future supplies, and their attention has naturally been directed toward the superior quality of cigar labels which are made right at home in the United States.

Wm. Steiner, Sons & Company, the big lithographic house whose enormous plant is located at 257-265 West Seventeenth Street, New York, tell us that they have had a largely increased number of requests for samples as a result of the conflict, and that in a number of cases orders have quickly followed. The House of Steiner were pioneers in America in the manufacture of cigar labels after the German methods, and the results they have been obtaining for some years past have been of a high grade character, so much so that many manufacturers of the most expensive brands have not hesitated to use Steiner labels on their goods instead of buying the more expensive imported bands. As a matter of fact, it would take an expert to distinguish between the German process bands made in America and the imported articles, so that the shut off of German goods should prove a blessing in disguise, to both the cigarmaker and our home industry of lithographing.

Steiner, Sons & Company will gladly submit samples of their bands and prices to any manufacturers interested, and they make a hobby of keeping their word on deliveries, so that manufacturers who will need goods in the near future should make it a point to get in touch with them.

Will of Benno Neuberger Filed

In the recently filed will of the late Benno Neuberger, senior member of the firm of E. Rosenwald & Brother, the well-known New York leaf tobacco dealers, the estate is valued at $1,000,000, $150,000 of which goes to the widow, Mrs. Stella Neuberger, together with all paintings, art objects, automobiles and personal effects. The daughter, Miss Florence Neuberger, is the recipient of an income from a trust fund of $175,000, with the power to distribute the principal at her death. An additional $25,000 is to be given Miss Neuberger upon her attainment of the age of twenty-three. The income from $100,000 is devised to Harry Neuberger, Mr. Neuberger's son, with the granting of $25,000 outright upon his reaching the age of twenty-five years. Mr. Neuberger is to receive a further $50,000 at a later date, this being left to the discretion of the directors of the estate. The principal and residue of the estate revert to the son and daughter upon the mother's death. A number of bequests were left to charitable institutions in addition to $7000 left to various relatives.

Canamla Cigar Company Embarrassed

Attorney David H. Lehman, of 257 Broadway, is the assignee of the Canamla Cigar Company, which failed a few days ago. The concern has been in business for about eighteen months, with a factory at 154 East 109th Street, Manhattan, and had an authorized capital of $5000. Jacob Persky was the president and Jacob Pick treasurer of the company.

Key West

Fall Orders Give Factories Busy Aspect—Influx of High-Grade Workmen From Cuba—Inspectors in Bonded Factories to Work Twelve Hours—Closing of Havana Factories May Boost Orders for Finer Sizes

KEY WEST, FLA., August 25, 1914.

TRADE at the factories has started to improve and a fall aspect has already been assumed at many of the shops. Orders by mail and cablegram for immediate and early delivery in the fall have commenced to come in and they are mostly for the high-grade styles so popular during the autumn and winter seasons.

There will be no lack of high-grade (Regalia) workmen during the busy seasons this year as formerly, as many of this class of cigarmakers who were employed in the factories in Havana, which have closed down, will come this way, in fact, have already arrived.

Some time ago in my news letter I stated the hours of the inspectors at the bonded factories would be twelve hours instead of eight. While some of the correspondents in other sections seemed to differ, holding that the latter would be strictly adhered to, I am now informed that on September 1st, the Customs Service will do away with the relief man, thus making the hours of the storekeeper twelve, verifying my previous opinion.

By this action of the Department, a saving of $600 per annum will be effected, which will go a great way in defraying the cost of the bonded stamp, for which the manufacturer is taxed at the rate of $10 per thousand—stamps, not cigars.

Other changes in the Government Service scheduled for the 1st, and directly connected with the cigar industry, are as follows: R. E. Edwards, now storekeeper at the Bonded Warehouse, will be superseded by Robert L. Givens, now inspector at the factory of the Mi Favorita Cigar Company. W. C. Bernard, storekeeper at the M. Perez Company shop, will take charge of the Mi Favorita factory. W. H. Young, inspector at the Havana-American Company's shop, will leave for Tampa, Fla., his place being taken by Earl Weatherford, lately doing duty at the Customs House at Jacksonville. R. E. Edwards will take up his duties as chief of inspectors.

Jose M. Lozano, of F. Lozano, Sons & Company, makers of the famous "F. Lozano" brand, was a through passenger last week from Cuba to Tampa, where the company's factory is located.

Fred Davis, of Sam I. Davis & Company, of Tampa, passed through town recently, being en route from Cuba to Tampa. It is said that during his sojourn in the Cuban capital he made liberal purchases of wrapper and filler stock.

Trade is fast taking on a fall aspect at the factory of the Cortez Cigar Company, and no high-grade workman who applies is refused a job. Vice-president Vivian M. Myers left last week for Cuba, where he will put in a few days looking over the leaf market. Factory superintendent Claude H. Roberts, who has been spending his vacation in Georgia and other parts of the South, is back again at his post of duty.

Mortimer Regensburg, of E. Regensburg & Sons, passed through town last week, being en route to Cuba.

Francisco Fleitas, of S. & F. Fleitas, was an outgoing passenger on the Mallory Liner "Concha," bound to New York. Mr. Fleitas carried with him an excellent line of samples of the "Homerica" brand, and before his return will call on the trade in all the important cities of the North and East.

Maurice Winter, secretary of the M. Perez Company, who has been spending a few days in the city at the company's "Pinzon" factory, left for Cuba on Monday, where he will put in some time attending to his packings, after which he will leave for New York per Ward Line.

Manuel Corral, of Corral, Wodiska & Company, was in town last week shaking hands with his friends; he was en route to Tampa.

Mrs. Laurentia Torano, wife of Jose Torano, junior member of the cigarmaking firm of Jose A. Torano & Company, passed away here on August 20th. The sympathy of the writer is extended to the family in their hour of bereavement.

President A. W. Arnold, of the Mi Favorita Cigar Company, is back from a short leaf purchasing trip to the Havana leaf markets.

Messrs. Eduardo H. Gato, senior and junior, who have been spending their summer vacation at the popular resorts of the North, are expected to reach town within the next few days. The former will leave immediately for Cuba, while the latter will relieve Thomas H. Gato as factory manager. The firm has a healthy field demand from S. Bachman & Company, who handle the "Gato 1871" yellow label on the Pacific Coast. Thomas H. Gato has moved into the handsome residence of James H. Fort, on Division Street, recently of the staff of the Cortez Cigar Company. The residence of Frank H. Gato in Havana was recently robbed of about $2000 worth of jewelry.

The only effect the European war has had so far on Key West has been the jump in prices on certain necessities of life. It was thought that the war would affect the cigar industry in the way of German lithographic goods, such as labels, bands, etc., but fortunately very few of our factories use the imported article, preferring the American to the foreign. The closing down of the Havana factories will certainly turn some orders this way for the finer sizes and shapes. While the prices in the leaf markets of Havana have not as yet taken much of a drop, they certainly will sooner or later, thus benefiting the clear Havana cigar industry of this country in the way of lower figures on stock. When the Cuban leaf market does take a slump, those of the trade who have any idle cash will do well by purchasing all the good tobaccos which may come their way.

Tobacco Statement.

Importations of leaf in bales for two weeks ending August 22, 1914:

Importations	612 bales
Withdrawals	381 "

INGLACITA.

Cigar Shipments for Two Weeks Ending August 25th, Via Mallory Steamship Line to New York, Mobile, Galveston and the East and West Coasts of Florida.

	Cases
Park & Tilford, New York, N. Y.	83
United Cigar Stores Co., New York	41
Geo. W. Nichols & Co., New York	26
E. H. Gato Cigar Co., New York	10
Lowden & Co., New York, N. Y.	10
Martinez-Havana Co., New York	10
A. Schulte, New York, N. Y.	6
Metropolitan Tob. Co., New York	10
Godfrey S. Mahn, New York, N. Y.	4
M. Perez Co., New York, N. Y.	4
Ruy Lopez Ca., New York, N. Y.	5
Austin, Nichols & Co., New York	2
Gwynn, Straus & Co., New York	5
Reeves & Bros., Pittsburgh, Pa.	3
W. J. Gilmore Drug Co., Pittsburgh	3
Godfrey S. Mahn, Philadelphia, Pa.	5
Dusel, Goodloe & Co., Philadelphia	4
Joseph Way, Philadelphia, Pa.	2
Steve Surman, Milwaukee, Wis.	3
G. E. Bacharach, Franklin, Pa.	2
C. L. Hulett, Troy, N. Y.	2
Washington Tob. Co., Washington	4
W. A. Henderson & Co., Washington, D. C.	2
C. H. Grasshoff, Rochester, N. Y.	3
S. Bachman & Co., San Francisco	52
S. Bachman & Co., Los Angeles	2
U. Koen & Co., New Orleans, La.	4
Valloft & Dreux, New Orleans, La.	4
Metropolitan Cig. Co., Denver, Col.	9
A. B. Greenwald Cigar Co., Los Angeles, Cal.	3
Pacific Cig. Co., San Francisco, Cal.	9
Glaser Bros., San Francisco, Cal.	2
Cortez Cigar Co., Savannah, Ga.	24
Hart Cigar Co., Portland, Ore.	9
R. D. Burnett Cig. Co., Birmingham, Ala.	6
J. & B. Moos Co., Cincinnati, O.	5
Cortez Cigar Co., Savannah, Ga.	4
Sandifin Julian Co., Little Rock	2
S. Lavroff, Tacoma, Wash.	2
Hemenway & Moser Co., Salt Lake City	2
Barron-Penn Co., Roanoke, Va.	2
J. & B. Moos Co., Cincinnati, O.	2
Moore & Jones, Nashville, Tenn.	4
Chapman Drug Co., Memphis, Tenn.	4
Central Cig. & Tob. Co., Memphis	2
Taylor-Bayne Drug Co., Macon, Ga.	2
Julius Fried, Butte, Mont.	2
Capital City Tob. Co., Atlanta, Ga.	2
Havana-American Co., New York	2
L. G. Deschler, Indianapolis, Ind.	2
Frank Reilly, Pensacola, Fla.	2
Norman Hotel, Spokane, Wash.	2

"Hi Vulto" Hit the High Spots Around Scranton

Herewith is shown a group taken in front of the main store of the H. & M. Cigar Company, of Scranton, during the heat of a campaign on "Hi Vulto" cigars, manufactured by F. H. Beltz, of Schwenksville, Pa.

The first figure on the left with the box of cigars is R. T. Beltz, the second S. H. Talley, and the fourth figure is that of Lester Hines, senior member of the firm of H. & M.

During this campaign "Hi Vulto" cigars were featured not only in the main store of the H. & M. Company, but in their eleven other retail stores in and about Scranton. S. H. Talley, representative of H. & M., assisted Mr. Beltz in placing this brand in Scranton and its environs. Reports from H. & M. indicate that "Hi Vulto" cigars are just the things, as they are duplicating nicely.

Tampa

Contract Awarded for New Building for Perfecto Garcia & Brothers—Quiros, Villazon & Company Incorporate —Castillo Doing Well for Liborio Company

TAMPA, August 27th.

IN these troubled times, when war seems to be the general topic of conversation, it is encouraging to learn that all progress and development has not ceased, for awhile at least. To this end, Messrs. Perfecto Garcia & Brothers, manufacturers of the well-known "La Amita" and "Perla del Mar," announce to the trade that they have just recently awarded the contract for the building of a new factory to cost in the vicinity of $25,000. The new building, which will be located on Sixteenth Street, North of Michigan Avenue, is to consist of three stories and basement, and will be supplied with all modern appliances going to make up the up-to-date cigar factory. Messrs. Perfecto Garcia & Brothers state that the new building is a necessity, inasmuch as they have outgrown their present quarters in the old Sanchez y Haya factory in Seventh Avenue. December 22nd is the date set in the contract for the completion of the building.

Quiros, Villazon & Company have applied for letters patent for the purpose of incorporating their company, the capital stock being named at $100,000. In the articles of incorporation it is set forth that the company reserves the right to manufacture cigars, cigarettes, cheroots and other products of tobacco, in addition to manufacturing all kinds and manner of articles which may be made from tobacco. Right is also reserved by the company to act as brokers, agents or factors in the same, and also to own and conduct farms and other lands for the planting and growing of tobacco, and to build necessary factories and install the proper machinery for the production of the articles set forth. Until the first annual election of the new company is held, the officers are named as follows: Jose Villazon, president and treasurer; F. A. Rian, first vice-president; Francisco F. Bosto, second vice-president, and R. M. Cabbarrouy, secretary. The stock of the new corporation is apportioned off into 1000 shares of $100 each, $43,500 having been already subscribed. Shares of stock in the company to the value of $56,500 are to be sold at such times and to such persons as the directors may designate, and the same shall be payable in cash. The annual meetings of the company are to be held on the first Tuesday in January of each year. The directorate of the organization shall embrace not less than three nor more than seven stockholders.

In company with Adolf Wolf, of Atlanta, the Southern representative of Cuesta, Rey & Company, Karl Cuesta, of the same house, has returned to the factory from a trip through the South and Southwest, and reports that not only did they find business good, but were successful in landing a splendid bunch of orders. No less than thirteen states were visited by Mr. Cuesta and Mr. Wolf on their trip.

Encouraging news is being received at the factory of the Liborio Cigar Company from Charles J. Castillo, who is now working in the South in the interests of the company. Mr. Castillo's present territory will be followed by a trip to the Middle West and to the East.

Public notice having been served on the striking employees of Sanchez y Haya recently, that inasmuch as there had been no trouble relative to prices, sanitary conditions or other reasons connected with the management, the company would welcome back those employees who cared to return, everything has been satisfactorily adjusted and manufacture is being pursued in its usual orderly manner.

Harry Culbreath left here recently for St. Louis, Mo., in the interests of his company, V. Guerra, Diaz & Company, and plans to be gone a couple of months.

Matthew Berriman, of the well-known firm of Berriman Brothers, left here last Sunday for Cuba, for a business trip to the island.

A recent visitor to Havana was Joseph Diaz, of Bustillo Brothers & Diaz, the manufacturers of the noted "Henry the Fourth." Mr. Diaz planned the purchase of tobacco for the coming year.

Jorge Leon, president of the San Martin & Leon Company, is back again at the factory, having just recently arrived from a two months' sojourn in Cuba. Mr. Leon states that this year's crop is bound to give much satisfaction and will, undoubtedly, assist his company in making better cigars than ever.

PERFECTO.

PROPOSED INCREASE IN TOBACCO TAX MEETS STRONG OPPOSITION

(Continued from Page 13)

This war has been particularly detrimental to the tobacco industry, and no little satisfaction is expressed among members of the trade that some of the senators and representatives are themselves opposed to making the tobacco trade the "goat."

There will be no let-up in the struggle to prevent this additional tax being placed on tobacco until the trade is assured that under the present conditions this industry will not be levied upon.

Bobrow Brothers have been among the active Philadelphia manufacturers who are protesting earnestly against any increase. The following letter has been mailed to members of the Ways and Means Committee and to the Pennsylvania members of the House and Senate. The letter to Representative Underwood follows:

PHILADELPHIA, August 22, 1914.

Hon. Oscar W. Underwood, M. C.,
House of Representatives,
Washington, D. C.

Honorable Sir,—Since learning of the proposed increase in revenue on cigars, we have studied carefully and thoroughly this subject, and the more we study and the deeper we go into the subject, the more we realize what an unjust hardship this would mean to us and probably to every other manufacturer of cigars.

The profit on our product today would not stand for an increase in revenue tax. We have thought of how we might possibly overcome such an increase, and every thought that comes to our mind makes it appear harder and harder. We could not reduce the salaries of our working people without a great injury to them and to ourselves, for they would not tolerate it for one moment. We could not reduce the quality of our merchandize and maintain the prestige and reputation we have worked so hard for. We could not raise the price to the dealer, for he could not raise the price to the consumer, for a nickel cigar is a nickel cigar, and you could not raise the price on such a staple well known product. The dealer could not stand for a raise in price and he would not and could not stand for a raise on our part. So where is this increase in revenue to come from?

It is of great concern with us, and we are of the earnest and fervent hope that justice will be done by us and no further tax imposed. We are already heavily taxed when you stop to take into consideration that on every thousand cigars, we pay the United States Government three (3) dollars in internal revenue tax and three (3) dollars and seventy (70) cents on import duty, making a total of six (6) dollars and seventy (70) cents, and the highest price we can possibly get for them is thirty-five (35) dollars.

We can speak for most of the manufacturers when we say that they have built up the quality of their merchandize upon the assumption that a further increase in tax was next door to impossible, and that the only cause for such an increase would be, when this country would become actually involved in warfare, and now, when even warfare is remote, it is a consideration before you of raising the revenue tax on cigars.

The afore-mentioned facts are absolutely true and from them you must realize the injustice and the hardships we, as cigar manufacturers, are forced to countenance, and we therefore herewith file with you our protest against any increase whatsoever upon cigars and tobacco, and we earnestly hope, as afore-mentioned, that we will receive justice and consideration from you.

Very respectfully yours,

BOBROW BROS.

Newmann & Gach, the well known high-grade leaf merchants of Chicago, Ill., have had petitions printed at their own expense and mailed four to all members of the tobacco trade with whom they are acquainted. The four petitions have ample space for signatures and are addressed to the President, the two Senators and the one Congressman from the district where the petition is filled out. This form, which is appended herewith, gives the retailer, jobber and manufacturer excellent opportunity to secure the co-operation of their customers in expressing their disapproval of the anticipated increase in taxation on tobacco products. The petition reads as follows:

To His Excellency, the President of the United States.

We, the citizens of ..... town, ... county, ...state, do hereby petition and protest against the proposed raise in revenue tax on cigars because we think there should be no hasty action by Congress, looking to extraordinary taxation as it is quite likely that such an embargo as now exists upon general commerce will not be of long duration.

We see no reason why all of the proposed increased taxation should be borne practically by the manufacturers of cigars. The cigar manufacturing industry is already heavily taxed, and we are of the opinion that a revenue to make up a national deficit should be obtained from various sources so that the entire burden should not be placed upon cigar manufacturers.

The proposed increase of 60 cents a thousand is unjust and unreasonable because that represents a large part of the profit per thousand cigars on five cent goods. While it is true that a war tax of 60 cents was imposed in 1898 during the Spanish-American war (but then this country was actually in a state of war) a revenue had to be raised quickly, so that the cigar industry submitted to it without protest from feelings of loyalty and patriotism.

Today we are not in a state of war and other industries as stated heretofore should bear their just proportion of the burden of government expenses.

The cost of raw material going into the cigar today is twenty per cent. higher than it was in 1898. The cost for manufacture for other than raw material has also increased twenty per cent. so that the imposition of an additional tax upon cigars will wipe out whatever profit is left. The tax will not be equitably spread over all the people and not even among the smokers. It is impossible for the manufacturer to pass it up to the jobber or the retailer by reason of the fact that arbitrary prices are established for selling cigars and custom precludes changing them.

The following letter was sent under date of August 15th by the Detroit Cigar Manufacturers' Club to Hon. Frank E. Doremus, Congressman from the First District of Michigan:

"We are informed that a conference is being held in Washington for the purpose of devising means of revenue to offset the shortage in import duties caused by the present unfortunate war in Europe, and it is proposed that cigars are liable to be subject to an increased revenue tax.

"You are already aware that the cigar industry in this district is an important factor, producing about three hundred million cigars annually, and employing about six thousand cigarmakers in Detroit alone. We fully realize the necessity at this time of a sufficient amount of revenue to meet the current expense of the government, but we feel that there are good reasons why our industry should not bear any further burden in the way of taxation than it is now carrying.

"We make the statement flatly and positively that of the twenty thousand cigar manufacturers in the United States, that no more than two thousand are doing a profitable business, and that the remaining eighteen thousand are simply struggling along on a hand-to-mouth basis; and we must state further that of the very large number of jobbers and retailers of cigars in this country not more than twenty per cent. are really enjoying a profitable business, and that the remaining eighty per cent. are simply struggling along and hoping for better things in the future.

"All types of leaf tobacco used in the manufacture of cigars have gradually increased in value for the past fifteen years, which, together with the increase in wages as compared with fifteen years ago, has reduced the manufacturers' profit to such an extent that the situation is decidedly an acute one.

"Binders that sold fifteen years ago for 16 cents per pound now cost 25 cents per pound; fillers that cost 15 cents fifteen years ago are now costing 20 cents per pound; wrappers have also advanced from 25 to 50 cents per pound; cigars that cost us for labor ten years ago $5.25 per thousand to make now cost us about $6 to $6.25 per thousand.

"Still all of this burden falls on the manufacturer for the reasons that at least ninety-five per cent. of those cigars sold in this country are sold at a fixed selling price of 5 and 10 cents, and experience has proven that it is utterly impossible to raise these prices to the consumer; consequently, although for the past fifteen years the price of labor and material has decidedly increased, as pointed out, still the consumer pays the same price for his cigars that he did fifteen years ago, with the result that the industry has finally reached the point where profits are very unsatisfactory both for manufacturers, jobbers and retailers.

(Continued on Page 27)

"It is true that those few manufacturers, jobbers and retailers who do a very large volume of business can still make a profit, but the great big majority, the rank and file, are up against it as they never have been before in the entire history of the business.

"All of the best selling five-cent cigars in this country are wrapped with an imported Sumatra wrapper on which there is an import duty of $1.85 per pound. It requires from one and three-quarter pounds (1¾ lbs.) to two pounds (2 lbs.) of this wrapper to wrap one thousand cigars, entailing a cost for import tax of from $3.25 to $3.70 per thousand. This in addition to the internal revenue tax of $3 per thousand, amounts to over $6.25 on every one thousand cigars, or about twenty per cent. of the manufacturers' selling price of five cent cigars.

"We firmly contend that when twenty per cent. of the selling price of an article is made up of taxes paid to the government that it certainly is time to stop, especially so in view of the peculiar condition of the cigar business which makes it impossible to raise the price to the consumer. The fact is that the cigar industry is being squeezed as in a wedge, on the one side by the immovable prices at which the product goes to the consumer, and on the other side by the steadily increasing price of labor and material; until at last it has reached a point where it can stand no more without the grossest injustice, and we believe that our government should be the last to make matters still worse.

"In view of these conditions, we feel that the cigar industry is already contributing its share without any further increase, and believe it is only equitable that means should be devised to spread this extra proposed tax on some of the other commodities not already so heavily taxed.

"It may occur to some that the effect of an increase in the internal revenue tax on cigars could be easily overcome by decreasing the size or quality of the cigars, but we want to assure you emphatically that there is no chance for the manufacturers recouping in that fashion, for the reason that all manufacturers have an established trade-mark or a brand of cigars which they feature, and it has taken years of time and unlimited expense in which to establish that brand. If the size or quality of the cigar is changed, that trade-mark is lost, and would necessitate their re-establishing their entire business.

"Thanking you in advance for any assistance you can give us by using your influence with the committee in our behalf, we beg to remain,

"Yours truly,
"THE DETROIT CIGAR MANUFACTURERS."

The following resolution has been unanimously adopted by the Cigar and Stogie Manufacturers' Association of Pittsburgh, Pa., and has been mailed to all members of the Ways and Means Committee:

To the Ways and Means Committee,
Washington, D. C.

Honorable Sirs,—At a meeting of the Cigar and Stogie Manufacturers' Association of Pittsburgh, Pa., held at the Fort Pitt Hotel on August 21, 1914, the following resolution was unanimously adopted:

"That we protest to the Ways and Means Committee against any increase in the revenue tax on cigars.

"Being manufacturers of stogies and cheap cigars, in case the tax is increased, we will be obliged to discontinue the business, as to add the additional tax to the cost of our goods would make them absolutely unsaleable.

"We invite an investigation as to the true condition of the manufacturers of this district."

CIGAR & STOGIE MANUFACTURERS' ASSOCIATION OF PITTSBURGH.
M. W. DE WATERS, *President.*
WM. L. WAGNER, *Secretary.*

The London Whiffs Cigar Company, of Cleveland, O., sent the following letter under date of August 18th to all the members of the Ways and Means Committee, Senator Simmons of the Finance Committee and Representative Underwood of the House Committee:

CLEVELAND, O., August 18, 1914.

Dear Sir,—In view of the contemplated plan of Congress to impose upon the cigar and tobacco industries an additional tax, I beg herewith to submit to your honorable committee my personal views of the present revenue system which to my knowledge and belief voices the sentiments of all those engaged in the manufacture of stogies.

It cannot be argued that the present revenue system will stand the light of an honest investigation without detecting the real motive of large combines, who are advocating the present system of revenue and who would welcome an increase under its present system. Ever since the stogie industry has taken a presentable foothold, giving the public a plain made article, free from artificial expense and employing labor with generous wages, the combined effort of large cigar manufacturers, who are also large tobacco packers, has manipulated the raw material to a prohibitive price for stogie manufacturers and stubbornly fought a change of our present revenue system.

Under the present system, the purchaser of a $1 a box of 100 stogies pays 30 cents revenue, and the purchaser of a $10, $15 or $20 box of cigars also pays 30 cents revenue per 100. Under the present system the poor man's tobacco that cost him 30 cents per pound pays 8 cents revenue, and the man who buys a pound of tobacco for from $1 to $3 per pound also pays 30 cents revenue.

The oppressive taxation of $3 per 1000 with the boasting high price of tobaccos affects particularly the stogie industries, while it does not affect the cigar manufacturers. The stogie has its fixed identity in its make up and in its selling price, and has no recourse to deception, while on the other hand the cigar business has its full advantages in its make up, where cheap cigars will often in appearance rank in parallel line with the better grade of cigars.

In order to do justice to the consumer and to enable the stogie manufacturers to sustain themselves and to make it possible for them to improve the conditions of their laboring men, our revenue system must be changed to an ad valorem system.

Opponents of the stogie manufacturer say: How will the government be able to draw the line between the $10 cigar and the $100 cigar and *prevent fraud? By standardizing each particular class of cigar and stogie and in designing the revenue stamps covering the box of cigars or stogies.* As for instance: A three for 5 cents article would have a design of its own and be marked three for 5 cents on the revenue stamp; then the two for 5 cents article would have a different design, etc., etc., etc., and each price goods would carry the equal proportion revenue. A three for 5 cents article should carry a $1 per 1000 revenue, a two for 5 cents article $2 per 1000 revenue, a 5-cent cigar a $4 per 1000 and a 10-cent cigar a $7 per 1000 revenue, etc., etc., etc. With this system there would be no room for fraud and it would not only relieve the government of unnecessary expenses to detect fraud, but would also protect the consumer from *being defrauded.* In fact equal taxation will give all manufacturers in the cigar and stogie industry an equal showing for honest development, for the designs of the different grades of goods will become familiar with the consumer and he will not be likely to pay 10 cents for a cigar that has a 5-cent revenue stamp on it, nor will the unscrupulous manufacturer be tempted to defraud the government by putting a three for 5 cents stamp on his 10-cent cigar.

The stogie manufacturers are advised to organize and to come well represented to Congress so that their claim may receive an intelligent hearing. The stogie industries, however, are not as prosperous as the "big business" and have neither the time nor the money to organize. Organized bodies do not always voice the sentiments of their organizations and often mislead the true sentiment of the oppressed who have not the means nor the prestige to make their wrongs known. "Big business" will never cease to usurp the rights of the smaller business unless the government seeks its information from the oppressed collectively, and devise ways and means to protect them.

Submitting the above for your kindest consideration, I am,

Yours very truly,

P. S.—I beg herewith to enclose letter of President W. H. Riley, of the National Stogiemakers' League.

The Cigar Manufacturers' Association of America had the following letter drawn up and it has been submitted to the Chairman of the Finance Committee, the Secretary of the Treasury and also to the Chairman of the Ways and Means Committee:

NEW YORK, August 28, 1914.

Dear Sirs,—This association, which represents the principal cigar manufacturers of the country, desires to protest against any increase in the internal revenue tax on cigars, the advisability of which, as we are informed, is now under consideration. We believe that any such increase will be an inequitable discrimination against a particular industry and will seriously disturb the entire cigar business of the country, for the following reasons:

First. The cigar manufacturers are already heavily taxed. The great bulk of cigars made and sold in this country retail at five cents each. The internal revenue and other taxes now paid the Federal Government aggregate substantially twenty per cent. of the manufacturers' selling price of these cigars.

Second. During the past few years, a large increase has taken place in the cost of raw material and in the cost of labor. As a result, the manufacturers cannot assume any additional expense which will enter into the cost of cigars. Accordingly, any increase in tax must fall mainly upon the retail dealer. Because of present conditions in the trade, we believe

(Concluded on page 28.)

(*Concluded from page 27.*)

that such increase in the cost of cigars would tend to drive a large number of retailers out of business.

Third. Because of increased cost of labor and materials, the number of cigar manufactories during the fifteen years ending in 1912, decreased to the extent of thirty-three and one-third per cent. To be specific, from 31,435 in 1897 to 20,555 in 1912. Any increased tax will necessarily be felt severely by the smaller manufacturers and will, undoubtedly, result in the closing of many factories.

Fourth. To the extent that the additional cost of cigars falls upon the consumer, consumption will be decreased, which also will operate directly to reduce revenue.

Fifth. Most 5-cent cigars now have Sumatra wrappers, upon which a duty of $1.85 per pound is paid. Great quantities of Havana filler are also used in such cigars, upon which a duty of 28 cents net per pound is paid. Any increase in revenue taxes will compel the manufacturers of the class of goods to use less of both of these imported tobaccos, which will directly lead to a reduction in the revenue from those sources. The tax paid upon the Sumatra and Havana tobaccos amounts to an average of $3.50 per thousand cigars, all of which would, to the extent that the use of Sumatra and Havana should be discontinued, be lost to the government.

To sum up, in our opinion, any increased tax on cigars will injure the trade generally, increase the cost to manufacturers, to the dealer, the retailer and the consumer; and, in addition, will injure the workers, many of whom will be thrown out of employment by reason of the closing of factories.

We shall be glad to furnish you any additional information desired and request a hearing before any definite action is taken.

Very respectfully yours,

FREDERICK HIRSCHORN,
President.
S. K. LICHTENSTEIN,
Secretary.

Franklin, MacVeagh & Company in New Home

The old home of the famous cigar department of Franklin, MacVeagh & Company, located on the corner of Lake Street and Wabash Avenue, Chicago, will soon be no more. Wreckers have been at work on the building for some time, and at the present rate will have removed the structure from existence in a few days. In its new home the cigar department, under able management, continues to thrive. The large wholesale grocery moved to the nine-story structure at Lake and Market Streets, which was vacated by Reid, Murdock & Company, when that firm moved into the new building across the river.

Following this train of thought it might be said that the cigar department of Reid, Murdock & Company has about completed one of the best summers in its history. Trade has simply been excellent, especially on "El Roi-Tan," which is the leader of the line. The public is beginning to recognize the excellent qualities of this smoke, and the cigar is forging ahead through sheer merit, and the efforts of E. B. McKenzie, the brisk sales manager of the factory force, has a lot to do with the success of the brand.

Garrett H. Smith, Representative

Announcement is made by the National Lithographic Company, New York City, that Garrett H. Smith, of that company, has been given the exclusive representation in the United States and Canada, of the Compania Litografia de la Habana, Havana, Cuba, manufacturers of gold leaf and bronze cigar labels and bands. The prices quoted by Mr. Smith are stated to be at least as low as those formerly offered by the German manufacturers, and the finished product is said to stand on an equal footing with the goods imported, in some cases even excelling. Mr. Smith desires to hear from those manufacturers who heretofore favored the German importers, and asks that they submit labels and bands and the quantities desired, embracing one, two and three years. Many of the leading factories in Havana are supplied by the Havana Company.

Stogiemakers Protest Against Taxation of Their Products

Marcus Feder, president of the London Whiffs Cigar Company, of Cleveland, O., enclosed the following letter of W. H. Riley, president of the National Stogiemakers' League, in all letters which he has sent out protesting against the proposed tobacco tax increase:

WHEELING, W. VA.

To Whom It May Concern:

I wish to impress upon all of our people this fact: The better informed they are as to true conditions affecting their special industry, the better qualified they will be to avoid or adjust difficulties which come their way. Our attention has been called to the importance of immediate action in order to centralize thought and secure co-operative action of all persons interested in the production and protection of one of our most important industries, THE STOGIE PRODUCT, possessing as it dose, meritorious features which subject it to attacks of trusts in restraint of trade, on account of its competitive character, combinations and unfair influences, resulting in oppressive entanglements that hamper and embarrass the independent manufacturers almost to the extent of abandonment of business, clearly illustrating the advantages organized capital possesses over unorganized business ventures.

We find upon investigation that we are able to trace much of the disrupting effects directly to discriminating taxation, the enactment and enforcement of a law which originally applied to stogies a tax in excess of their full market valuation. This has been reduced until it is uniformly applied to all grades, regardless of valuation, the tax rates being $3 per M. The stogie industry which contributes millions to the constant flow of revenue into the treasury of our government is forced to pay in excess of twenty-five per cent. of actual value while competitive lines of higher grades pay comparatively nothing. If this is not class legislation, what is it? The independent manufacturers are doing business from a cash basis, as material, labor and revenue must be paid for before the goods leave their factories to go into a credit market with margins of profit too low to take on uncertain or slow pay customers. The very men who need the fostering care of the government are denied equal protection.

Originally this tax was for war purposes, other articles such as checks, medicines, stamps and many other articles were included in the taxation lists but long since removed, leaving the burden somewhat modified upon tobacco and cigars. After fifty years this has become one of the fixed sources of revenue subject to attacks from all quarters, as evidenced by recent attempts to saddle the building of National Good Roads from an increase of taxes upon cigars and tobacco. This industry has uncomplainingly carried this ill apportioned burden for half a century with occasional fluctuations to disturb progressive business and the good and wise men sent to Washington either through lack of information or interest or some less creditable influence have not corrected this glaring injustice. Conditions now justify the common impression that an increase in taxes will be made to provide needed revenue to meet increased expenses occasioned by foreign and domestic troubles. Why not be represented at Washington to defend THE OTHER SIDE? The dominating influence can easily be traced to BIG BUSINESS. It is of vital importance to all producers of STOGIES in particular to take some action at this opportune time to establish a basis equally fair and equally responsible with all branches of the CIGAR INDUSTRY.

The inefficiency of the protective system designed to prevent fraud is a subject of public comment and about as injurious to the government as to the producers whose well deserved reputations influence unscrupulous men to stuff boxes, imitate and otherwise disregard the rights of the government and its reputable industries. This with other irregularities should be promptly and vigorously remedied; failure to accept this chance will be a monumental mistake possibly followed by an increase in taxes, a decrease of business, stagnation, suspension and all other attending evils.

Respectfully,
W. H. RILEY,
President National Stogiemakers' League.

The Tobacco Association of Southern California lost no time in protesting against the proposed tax increase on tobacco products. The following telegram under date of August 14th was sent to both the Senators and all the Congressmen from California:

"On behalf of the retail organized tobacco trade of Southern California, we earnestly protest against an increase of taxes on manufactured cigars. This raise would only hit the poor, suffering retailer who already is up against high prices and small profits, not speaking of high rents and other charges. Save us from further burdens. We look for you to oppose such a bill.

"TOBACCO ASSOCIATION OF SOUTHERN CALIFORNIA.

"ANTHONY SCHWAMM,
"President."

Detroit

"Fifty-Six" Cigarettes Making a Hit—City is Decorated for G. A. R. Week—New Statler to Partially Open in January—Wayne Cigar Company May Open in Pontiac

DETROIT, August 15.

THE war has caused business conditions to be rather uncertain in every line. Banks have shut down on construction loans and this has affected the builders to a certain extent. The cigar retailers know that their business has fallen off and can only attribute it to the war scare; the cigar manufacturers say they have not as yet felt any dropping off in orders, but what is bothering them just now is the talk of an increase in the revenue tax. On another page we reproduce a copy of a letter which was sent by the Detroit Cigar Manufacturers' Club to Frank E. Doremus, of Detroit, who is Congressman from the First District. Mr. Doremus has been asked to use his influence in preventing an increase to be made in the internal revenue tax on cigars, as such a raise would result in the demoralization of the cigar industry as far as Detroit is concerned.

We had Herman Druckleib, of the Cado Company, in our midst recently. He reported that this brand is doing splendidly in all of the large cities and that "Fifty-Six" cigarettes are becoming more popular every day.

The whole city of Detroit is in decorations for the G. A. R. reunion, which starts August 31st and lasts one week. There is not a retail store that is not profusely attired with flags and bunting. The downtown district has been transformed into a Court of Honor with massive white columns and strings of colored lights extending from one to the other. Approximately 200,000 strangers are expected in the city during encampment week. The cigar stores are looking forward to an immense business.

August 20th was Fraternal Day in Battle Creek, Mich. Practically all stores were closed and in the afternoon there was a big parade in which all lines of industry were represented. Among the cigar merchants who entered floats were: Cleenewerck & Son, The Battle Creek Cigar Company, The Hartman Cigar Company, The Oppenheimer Cigar Company.

Ernest C. Frohm has opened a cigar store in the Peter Smith Building, at Griswold and State Streets. Mr. Frohm formerly operated the Chambers Segar Store, on West Fort Street.

The lobby cigar stand, which is controlled by the Central Cigar Company, will be continued in the Peter Smith Building.

E. C. Kinsel, with his family, has returned from a motor trip through the East. En route stops were made at Narragansett Pier and Boston. Mr. Kinsel is proprietor of Kinsel's Drug Store, which has one of the best cigar stands in the city.

John T. Woodhouse, of Detroit, has given up the idea of taking a trip to Alaska.

Charles Borceus, for the past nine years manager of the Oppenheimer Cigar Company store in Battle Creek, Mich., has resigned and is succeeded by Jay G. Moorehouse, formerly assistant manager. In our August 15th issue Mr. Broceus was mentioned as being from Chicago. This was an error.

It is with extreme sorrow we pen the news of the death of Josephine, the beloved wife of William Freligh, at the family home, 145 Hancock Avenue East, Monday, August 17th. The announcement of the death of Mrs. Freligh came as a great shock to the many friends of the family, as the illness, while of short duration, was not considered serious. That the loss will be a blow to Mr. Freligh is a foregone conclusion. Mr. Freligh is the Michigan representative for the Best & Russell Company, of Chicago, and is one of the best-known cigar salesmen in the state. THE TOBACCO WORLD, joining with the hosts of friends of the family, extends its heartfelt sympathy to Mr. Freligh in his bereavement.

John Alt, fifty-five years old, vice-president of the H. Schneider Company, tobacco manufacturers of Grand Rapids, Mich., died August 15th at his home, 545 Lexington Avenue, N. W. Mr. Alt was born in Grand Rapids, January 23, 1859. At the age of fourteen he entered the employ of Mohl & Schneider as a stripper. From that position he worked up to the head of the firm. He was a director of the Valley City Building and Loan Association, and belonged to many fraternal societies. Five brothers and five sisters survive him.

"Subway" cigars continue to enjoy a big sale throughout Michigan. Harry W. Watson Company are the distributors.

Frank Kane has severed his connections with the E. M. Harris cigar store.

Recent visitors among the trade have been Frank J. Horning, of H. Anton Bock; George DeForrest, representing Kildow, of Tiffin, O.; Walter Eisenman, of Eisenman Brothers, of Cincinnati; Ben Bloch, of the Philip Morris Cigarette Company, and Charles J. Waxelbaum.

The Best & Russell store at Woodward and Jefferson Avenues, reports an excellent trade on "Robert Burns."

Providing sufficient help can be secured and can be guaranteed by the local Association of Commerce, the Wayne Cigar Company, of Detroit, will open a branch factory in Pontiac, Mich., which is about twenty-five miles distant by trolley. Later, when the war is over and conditions are back to normal, the Wayne contemplates opening a branch in New York City. This will give the Wayne a distribution of its cigars in the East and West. The Detroit factory is hardly able to take care of the Western trade, so that it is felt that an Eastern factory is necessary to supply whatever trade can be developed in New York City and the New England States.

Alfred E. Penner, of E. Rosenwald & Brother, who has an office in the Elks' Temple Building, Detroit, reports business to be holding up very well. Mr. Penner does not believe that tobacco is going to be cheaper on account of the war.

The new store of the Central Cigar Company in the Orpheum Theatre Building, Detroit, will be opened not later than September 7th.

F. Lozano cigars have been featured quite strongly in the stores of the Central Cigar Company the past week.

The Windsor running races brought large crowds to Detroit the week of August 17th, while the week of August 24th brought 2000 retail druggists for their annual convention. The week of August 31st brings the G. A. R. Reunion, indicating that Detroit, as ever, is a popular convention city.

The Soper Segar Company is having enormous success with cigars made by Jose Lovera Company, especially a smoke at five cents called "Habanas." A box is always kept on top of the counter and Mel Soper says he has to put a new box there at least two or three times a day. Most of the customers buy them by the handful. Mel believes them to be among the best five-cent smokes on the market. He says he never had a cigar sell so fast.

AL U. THORNBURG.

Pittsburgh

Riker-Hegeman Company Met With Cut Prices—"Ascot" Cigarettes Well Featured—"El Roi-Tan" Cigars Taking Well

Business in Pittsburgh has shown an increase during the last few weeks and the fall trade is expected to be good.

M. J. Morrell, of Union and East Ohio Streets, N. S., has an attractive cigar store and does quite a large business.

Sam Dickler, of 103 East Ohio Street, is enjoying a run on "El Roi-Tan" cigars. He also does a large pipe business.

M. Gorenstein, of 105 East Ohio Street, is doing a large business on "Pittsburgh" stogies and has a few private brands of his own.

Reymer Brothers have a very fine display of E. A. Condax's new cigarette called "Ascot." They are giving away a German silver cigarette case with every 25-cent package of same. They also have a very nice display of the "Flor de Moss" cigars, made by S. R. Moss & Company, Lancaster, Pa.

C. J. Moye & Company, of Sixth Street, are featuring "El Roi-Tan" cigars.

C. A. Gibbs & Company have a very fine window display of imported cigars. They are featuring "Hoyo de Monterrey."

There is quite a dissension among the downtown dealers on account of the cut rate prices on cigarettes by the Riker-Hegeman Drug Company.

The Riker-Hegeman Drug Company had their formal opening of their store at Fifth Avenue and Smithfield Street, Saturday, August 2nd. Chas. Goeringer, formerly with the May Drug Company, and Adolph Duering, formerly with the Seventh Avenue Hotel cigar stands, have charge of the cigar department. R. C. Heiber, formerly with the May Drug Company, is local manager for this concern. The store was crowded to the doors all day Saturday. They did a tremendous business, giving something away with every purchase.

The May Drug Company are going the Riker-Hegeman Company one better today, as they are having a special sale on cigarettes. They are offering cigarettes at the following prices: "Rameses," "Pall Mall," "Deities," "Vafiadas" and "Coat of Arms" at 17 cents per package. "Satin," "Fatima," "Zubelda," "Omar" and "Lord Salisbury" 20's at two packages for 25 cents. "Egyptian Straights," "Helmar," "Prettiest," "Lord Salisbury" 10's, "London Life," "Sweet Caporal" 20's, "Mecca" 20's, "Camel" 20's, "Piedmont" 20's and "Oasis" 20's at 8 cents per package.

Wm. Meeghan, manager of the Atlas Hotel cigar stand, who has been away on his vacation, is again back on the job. He gained about ten pounds in weight while away.

E. T. Baron, of the Siller-Narten-Barnes Company, has gone to Atlantic City for a week's vacation.

The following visitors were in town in the interest of the cigar trade: G. W. Stocking, of Mercellino Perez & Company, New York; E. H. Brodie, of S. R. Moss & Company, Lancaster, Pa.; E. H. Guerin, selling humidors for Bubeck & Guerin, of New York; H. A. Levy, representing Calanti & Boaz, New York, and Victor Lopez, representing "Gracia Grand."

Seidenberg & Company's "El Roi-Tan" cigar is very much in evidence here. Some very beautiful and tasty window displays appear in the best stores and Sterling silver pocket cutters are being given away to smokers of ten-cent goods. Geo. J. Richardson, who has developed more than six jobbing accounts for Seidenberg & Company, is handling this campaign and deserves credit for its thoroughness. Mr. Gutledge will arrive Saturday to assist Mr. Richardson in this work.

J. W. Klein, representing Larus Brothers Company, of Richmond, Va., on "Edgeworth" tobacco, arrived in Pittsburgh last week and reports business very good. He will be here for about two weeks, in which time he expects to get in a lot of good window displays.

War is declared by "Phillip Morris" cigarettes on all who do not appreciate quality. J. W. Goodman, of Phillip Morris & Company, put a fine window display in the Seventh Avenue Hotel cigar stand representing the Nations' War. It is attracting much attention.

E. Marzleeff and Chas. Claus, Jr., are in Pittsburgh, representing the H. Ellis & Company branch of Liggett & Myers Tobacco Company. They are working on the "Little Recruit" cigars, the largest five-cent selling cigar in the world. With the help of the dealers they will endeavor to get a very nice showing on window displays, etc.

A. J. F.

"44" Cigars Now Packed in Handsome Tins

Keeping up with progress in the cigar trade the "44" Cigar Company announces on another page in THE TOBACCO WORLD that they are now prepared to supply the trade with "44" cigars in the Londres, Blunt and Invincible sizes, packed in attractive tin cans.

The tins are unusually handsome in appearance and are particularly fitted to catch the eye of the consumer. The well-known advertising colors of the firm, yellow, red and black, are harmoniously used in the decoration of the tins, the base color being yellow with red and black lettering.

The "44" Cigar Company is now prepared to fill orders on these goods, and already they are having a heavy call.

The fact that the tin can preserves the proper atmosphere for the cigar and keeps it in condition has been responsible for the increasing appeal that this form of packing has made to the consumer.

"Beech Nut," New Five-Cent Brand

"Beech-Nut," a new five-cent product, is the name of a cigar that is being manufactured by H. A. Rupp, at Augusta, Me., Mr. Rupp having only recently embarked in the manufacturing business in this place, though connected with the cigar business for some twenty-five years. The "Beech Nut" is to be a quality brand and effort will be made to have it in the foremost rank of five-cent products. Mr. Rupp will look after the selling end of the business throughout the state.

CLUBDOM SMOKING No. 17

(This is the seventeenth of a series of sketches of the leading social clubs of the United States, paying particular attention to the cigar departments, purchasing agents and the favorite brands of each club.)

Articles in this series have appeared on the following clubs:

No. 1—Lambs' Club, New York.
No. 2—Union League, Philadelphia.
No. 3—City Club, Chicago.
No. 4—Olympic Club, San Francisco.
No. 5—The Pittsburgh Athletic Association.
No. 6—The Chicago Athletic Association.
No. 7—The Illinois Athletic Club, Chicago.
No. 8—The Union League Club, Chicago.
No. 9—The Fellowcraft Club, Detroit.
No. 10—University Club, Chicago.
No. 11—Hamilton Club, Chicago.
No. 12—Commercial Club, San Francisco.
No. 13—Chicago Automobile Club.
No. 14—Elks' Club, Los Angeles.
No. 15—The Press Club, Chicago.
No. 16—The Quadrangle Club, University of Chicago.

The Chicago Yacht Club

NO survey of the club cigar departments of the country would be complete without some mention of the one conducted in the Chicago Yacht Club. It is not only one of the best conducted, but one of the best patronized and most profitable of any of the stands in the clubs.

It goes without saying that the membership of the Chicago Yacht Club is high class in every sense of the word. No person can have much of an interest in such an expensive luxury as a yacht unless he is pretty well off in this world's goods. The six hundred members of the club, therefore, consist of a number of rich men who are interested in sport in general and yachting in particular. They are discriminating smokers, willing to pay for quality at any price.

The guiding destiny of the cigar department at the Chicago Yacht Club is Henry Bower. Mr. Bower is spending his first year as manager of the cigar department of the Chicago Yacht Club. This does not mean, however, that he came without any experience. For twenty years he was manager of the cigar department of the Chicago Athletic Club, which has previously been written up in this series. Mr. Bower, therefore, knows all the tricks of the trade. He is short and stout, with a general attitude of knowing his business. He speaks with a slight Teutonic accent, and is an incarnation of dignified courtesy. He was very enthusiastic in showing the writer through the club house when he was gathering material for this article.

The Chicago Yacht Club is located at the foot of Monroe Street where that famous thoroughfare runs into Lake Michigan. Between the tall buildings, standing with the majesty of grenadiers along Michigan Avenue and Lake Michigan, there is a large open space which is commonly called Grant Park, but which in reality is a mere stretch of open beach almost a quarter of a mile in width. About where Monroe Street would enter the lake, if it were extended out upon this open stretch, stands the Chicago Yacht Club. It is built entirely upon piling driven into the water, which surrounds the building on all sides. The bungalow style of architecture has been used, and the building is large and spacious, covering a large area to make up for the lack of heighth, which is only three stories. A single bridge connects the club house with the mainland, spanning about fifteen feet of water. A fine motor drive leads from Michigan Avenue over to the club house, and most of the members come that way.

Entering the building, the cigar stand is the first thing to attract attention. It is located immediately upon the left hand, along with the telephone desk which gives connections to members in all parts of the building. The club has but one stand, Mr. Bower being a strong believer in centralization. That one stand, however, is a "peach" in the strictest sense of the word. The brands are displayed in an all-glass case, which shows them to excellent advantage.

Among the leading brands which attract the eye are "Partagas," "La Corona," "Hoyo de Monterey," "Flor de Fonseca," "La Carolina," and the private brand of the club, "The Chicago Yacht Club." The latter is made in a number of styles to suit the individual tastes of the members, although Mr. Bower does not believe in carrying too many sizes in any brand. Other brands of Best & Russell, Berriman Brothers, Faber & Company, Grommes & Ulrich and other leading firms of Chicago, Philadelphia and New York, are carried by the club.

In the cigarette line "Rameses," "Pall Mall," "Condax," "Melachrino" and most of the other leading brands are carried. The stock is most varied, and the smoker would be a hard customer indeed who could not find what he wanted in the assortment kept on hand by Mr. Bower.

Unlike many of the club cigar stands which the writer has seen, Mr. Bower believes in selling his cigars out of the boxes in the case. He is opposed to the system of keeping unbroken boxes in the case merely for show. He declares that the box which is good enough to show is good enough to sell from, regardless of all arguments to the contrary.

"Besides, there is always the chance that the customer may have a bilious suspicion that he is not getting what is being exhibited in the case," is the witty manner in which Mr. Bower concluded his views on this point.

"Most of our trade comes in the evening," said Mr. Bower, "as during the day most of our customers are absorbed with business. They drive over here in their machines after the working day is done, and talk over the next race or whatever other matter is in the limelight. Of course, to do this in an effectual manner they must have smokes, and that is where the cigar department comes into the game."

The first floor of the Chicago Yacht Club, in addition to the cigar stand, is devoted to a huge lounging room and a dining room, which is located at the north end. The dining room is spacious and can seat three or four hundred people without any trouble at all. On the walls are all sorts of models of yachts, keels and other articles which suggest life on the bounding main. Outside is a wide veranda which bounds the club on all sides with the exception of the rear. Two or three springing boards extending over the water give the members plenty of chance to indulge in diving and swimming. On the warm evenings during the summer the veranda is a gay place. Gentlemen in evening clothes sit around in easy chairs and mingle with ladies, while at a little distance away others in bathing suits outwit the heat by taking frequent plunges into the cool waters of the lake.

On the second floor of the club are located the offices, the billiard room and the dormitory. Cigars are served here at any hour of the day or night. The waiters are young boys, all dressed in the blue uniform of the deep sea sailor. Needless to say, they take a great pride in their "togs." The second floor also has a porch, from which a beautiful view of

(Continued on Page 38)

San Francisco

Business Ahead of Last Year—Lovera "Banderos" Going Well—Preparing for a "Tadema" Campaign

SAN FRANCISCO, August 24, 1914.

In spite of the diversions and distractions of the European war, August has shown a decided improvement in the local cigar trade. The close of the vacation season is very naturally expected to bring in some additional business, but dealers assert that the present month is running decidedly ahead of the same month last year. Sales are better and collections are better, and some are inclined to believe that, except for the general suspension of activity during the few days after the breaking out of the war, the month would have been even better than it is.

Major F. S. Burrows, factory representative for the Lovera Company, says that his business has improved splendidly for some weeks past. The demand for the Lovera Company's "Bandero" line is particularly gratifying. Although Wellman, Peck & Company, the San Francisco distributors for the Lovera Company, have been ordering liberally, they have run short of goods and are having difficulty in keeping their customers in stock till new goods come in. The cigar is repeating nicely now both in San Francisco and at outside points where it has been placed.

Charles Baker, a well-known cigar and tobacco dealer of San Jose, Cal., is in San Francisco buying stock and looking about for new and attractive things for his store.

The vacation season with M. A. Gunst & Company is now drawing to a close. Most of the selling and office force have already returned, and the few who are now away will be back next week. I. Carlson and Edward Cohen, of the office force, are among the last of the office contingent to get away for the wilds.

C. H. Knubel, a manufacturers' representative who has long represented the "Charles the Great" and other lines in the Far West territory, has now added the "Pera" cigarettes to his lines. He left for Los Angeles a few days ago to spend a couple of weeks looking up his connections in Southern California. Zia Mufty Bey, of the Pera Cigarette Company, who has spent the last two or three months in San Francisco, is now in Seattle in the interests of the company.

Emil Judell, junior member of H. L. Judell & Company, is keeping the trail hot in Southern Oregon. He is again in the Coos Bay section after a few days spent in this city resting up and looking after local affairs. He had already covered another large tract in Southern Oregon as well as Northern California, and expects to do a fall business that will compare favorably with the best of previous years. About the end of next week, H. L. Judell & Company will let the contracts for the Judell Building at the Panama-Pacific Fair. This building will be the headquarters for the "Webster," "Watt" and "Flor de Moss" cigars during the big show next year.

Arnold Pollak, one of the veteran cigar brokers of this city, has now added to his list the "Andreas Diaz" line of Havana cigars. This line was represented here by H. L. Judell & Company for some years preceding the great fire of April, 1906.

The Edward Wolf Company, wholesalers, of Front and California Streets, are now showing some very unique packings from the factory of H. Anton Bock & Company. The cigars come in attractive imitation wood packings containing five cigars each. One package retails at twenty-five cents and the other at fifty cents. Mr. Wolf says that so far the interference of the European war in the trans-Pacific shipping has had no effect locally on the Manila business, as dealers and wholesalers have sufficient stock on hand to carry them for some time. He believes that the Manila shipments will now begin to come forward again on regular schedule time.

The "Tadema" campaign of the Edward Wolf Company will begin about the end of the month. The first shipments are now en route and by the end of next week will be on hand in sufficient quantities to keep all orders filled.

H. H. Manley, of the Pacific Coast branch of the American Cigar Company, who has been in Los Angeles for a few days, is due back in San Francisco early next week. He will then leave for an extended trip through the Pacific Northwest. He reports that the "Belmont Tango" advertising is bringing in splendid results throughout California.

Edward Marshall, Western representative of the "Rey Oma" line, is now in Los Angeles looking after his connections.

A new thing in the local wholesale trade is the Pacific Cigar Company, which began doing business here a few days ago at 418 Sacramento Street. The new firm will act as distributors for the "Luis Martinez" cigar, which was until a few weeks ago distributed by the Bercovich Company, and which had a fine stand with the retail trade of San Francisco and vicinity. The members of the Pacific Cigar Company are Sol Arkush, Western factory representative for the "Luis Martinez," and D. M. Superstein, who was formerly associated with Mr. Bercovich in the wholesaling of the line. Mr. Superstein will reside in San Francisco and will act as manager of the company. Mr. Arkush, who has for some time lived at Santa Monica, Cal., may later take up his residence here. The new goods are just beginning to come in.

J. N. Wilson, a retail cigar man of Sacramento, has been in San Francisco this week looking over the situation and placing orders for fall.

The cigar store of Sam Ganas, at 710 Folsom Street, was broken into a few days ago and robbed of goods to the value of about $150. One arrest has been made in connection with the robbery.

D. Frankel, of Frankel, Gerdts & Company, of this city, got as far as Havana on his proposed foreign tour; but will be obliged to abandon his intended visit to various European countries owing to the breaking out of war. He will buy tobacco at Havana for his San Francisco factory, and may then spend some time in the Eastern States before returning to the Coast.

C. E. Howard, an Oroville, Cal., retailer, who is in San Francisco for a short stay, reports that the outlook in the Sacramento Valley is good.

ALLEN.

Tobacco at Standstill in Paducah

PADUCAH, KY., August 27.

About 110 hogsheads of tobacco have been sold by the Planters' Protective Association since its last report, but no official report has been made. The market practically is at a standstill, owing to the war in Europe. However, there has been a little business in wrappers, which were purchased from independent packers by private inspection. It is understood these sales were for domestic trade. The association and independent dealers are awaiting the result of the war and are not making any effort to sell. Dealers have rejected offers of fifty cents per hundred below prices that have ruled for the past sixty days on leaf and lugs. Sellers are refusing to make any reduction in prices and buyers generally are unwilling to meet the sellers' prices.

The growing crop has improved wonderfully from the late rains and promises to make good leaf and heavy tobacco. The greater part of the crop is late and a late fall is necessary for it to mature. The weather conditions are perfect.

American Sumatra Tobacco Company's New Samples

A GREAT deal of interest was manifested last week at the headquarters of the American Sumatra Tobacco Company, 131 Water Street, when they received the first samples of green leaf tobacco from their great Florida and Georgia plantations at Quincy and Amsterdam. These samples of the new 1914 crop were shown a representative of THE TOBACCO WORLD by Mr. Jerome Waller, and if the crop comes anywhere up to the standard of the samples this should be a great year for the American Sumatra Tobacco Company, and Mr. Waller says that without a doubt the samples are typical of what cigar manufacturers can get in every bale.

The new tobacco is beautiful in color, as their Florida shade-grown has long been admitted to be, and the leaves have an excellent spread and a body which guarantees the best results in smoking; as a matter of fact, the tobacco has proven itself one of the best crops ever grown as far as the tests on smoking have shown.

President Julius Lichtenstein, of the company, expressed himself as particularly enthusiastic over their crops from the Connecticut plantations as well as from the South. The company's Simsbury plantation in Connecticut, it is stated, has admittedly produced the finest tobacco which has ever been shown in this section, and the New England product as a whole will be a superb yield.

They had an odd little fire a short time ago at the Water Street warerooms on the top floor, which is used as the sampling rooms, and the fireproof construction of the floors proved its worth by preventing the spread of the flames and thus causing only a trifling loss. Everything has been repaired and the company is ready for customers.

Kaufman, Pasbach & Voice Report Increased Business

NEW YORK, August 18, 1914.

Evidently War is not always Hell, even though such was widely advertised in a recent issue of this paper by Kaufman, Pasbach & Voice, New York City, lithographers of cigar labels and cigar bands.

Several lines have been greatly benefited by cutting off of importations due to European conditions, and the lithograph industry seems to be one of the favored.

Kaufman, Pasbach & Voice report a heavy increase in the number of orders received and they have already had to resort to overtime work to keep up their standard of prompt delivery.

Undoubtedly, this standard of prompt delivery, coupled with economies of production and splendid work, have been as much of a business producer for them as the war itself.

The treasurer of the company, B. S. Rosenbaum, has just completed a lengthy trip throughout the West and met with unusual success, despite the fact that many of the Western cigar manufacturers, particularly those whose output is in the cotton districts of the South, are finding business dull.

M. F. Schmitt With Patterson Brothers

M. F. Schmitt, for the past five years well known on the Pacific Coast in tobacco circles, and who is recognized as a successful, popular representative, will in future handle the products of Patterson Brothers Tobacco Company, Inc., of Richmond, Va., makers of "Whip" and "Queed" smoking tobacco and the famous "Green Turtle" and other brands of cigars.

Mr. Schmitt will immediately organize a full corps of retail salesmen to work the entire Pacific Coast trade. With his popularity and the good name of Patterson products behind him, a great success is assured.

Good Work for Cigar Day

THE promoters of the movement for a National Cigar Day are proceeding with increased enthusiasm every week, encouraged by the splendid reception which has been accorded the idea all over the country by every branch of the industry.

If nothing else is accomplished by the movement, the idea embodied in the appended letter, which was placed before the Grand Lodge of Odd Fellows last week and which was heartily endorsed by that body, would make the work done well worth while.

C. Fred Crosby, editor of *Tobacco* and chairman of the Executive Committee on National Cigar Day, together with Nicholas Ehrlich, who is secretary, evolved the idea and have received assurances from a number of the fraternal organizations that the plan suggested will be carried out.

The communication sent the Grand Lodge is as follows:

To the Grand Lodge of Independent Order of Odd Fellows, of the State of New York, in convention assembled, at the Metropolitan Temple, Fourteenth Street and Seventh Avenue, New York:

Whereas, Monday, October 12, 1914, is to be celebrated throughout the United States as National Cigar Day, we take sincere pleasure in informing you that one of the features of that occasion will be the contribution by members of the great fraternal orders of the nation, including Odd Fellows, Free Masons, Knights of Pythias, Elks and Knights of Columbus, as well as members of the Royal Arcanum, International Typographical Union, and other fraternal and benevolent organizations, of boxes of cigars for the enjoyment of their brethren who are passing their declining years in the homes maintained by these great fraternities.

These contributions are to be made as the free will offerings of individual members and groups of members, and each box of cigars thus forwarded will carry sunshine with it, and a fraternal greeting to the brethren in the homes that they are not forgotten by their brothers in the great, busy outside world.

The idea has already been warmly commended by prominent members of many of the leading fraternities as a certain means of carrying good cheer and wholesome, hearty good fellowship to brothers who have been less fortunate in the battle of life, and to whom the message that accompanies the gift, even more than the gift itself, will testify most eloquently that they are not forgotten.

We feel that your great and splendid fraternity will appreciate having this matter called to your attention at this time, and that the Independent Order of Odd Fellows in New York, as well as in other Commonwealths throughout the land, will graciously and generously do their part, and see that the brothers in the various Odd Fellows' Homes are not forgotten on National Cigar Day, Monday, October 12, 1914.

Yours in the spirit of fraternity,

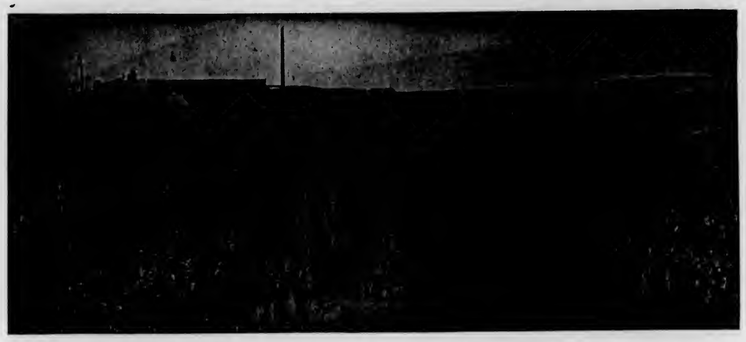
NICHOLAS EHRLICH, *Secretary.* C. FRED CROSBY, *Executive Chairman.*

If, on October 12th, thousands of the less fortunate in the various fraternal homes of the United States are enabled to experience the "peace of the 'Larranaga' and the calm of the 'Henry Clay'" as a token from their fellows and as a compliment to the great cigar industry of the United States, the sentiment of the matter alone would stamp the day as an overwhelming success, and out of this sentiment must eventually come a wide measure of economic improvement in the industry.

F. H. Beltz's Factory Has No Dull Season

Reports from the Schwenksville factory of F. H. Beltz indicate that there has been no dull season experienced there, and the proprietor states that business has been good on their brands throughout the entire year.

R. T. Beltz has recently been in Savannah, Ga., and opened some very satisfactory accounts with the jobbers there. Among the new firms in other cities who have taken on F. H. Beltz brands are W. H. Harris Grocery Company, Richmond, Va.; R. M. Henderson, Washington, D. C.; Frank Nichols, Baltimore, Md., and the W. H. Berger Company, Wilmington, Del.



The Cuban Market

From Our Exclusive Bureau

Havana, Cuba.

HAVANA, August 24, 1914.

OUR market has been rather dull during the past fortnight, and we have had only the American demand for Vuelta Abajo and Partido to rely upon, and it seems the American manufacturers are neither in a great hurry to cover their coming needs, as excepting the house of E. Regensburg & Sons, of Tampa and New York, all other transactions were of a hand to mouth nature.

The receipts of tobacco from the country have fallen off somewhat, but this may be owing more to the fact that our warehouses are pretty well filled with the new leaf, than to a falling off in the crop. Very likely the tobacco is kept stored in the country towns, as there is no pressing demand for it at the moment.

Sales totaled only 4801 bales, which consisted of: Vuelta Abajo and Semi-Vuelta, 2429; Partido, 1579, and Remedios, 793 bales.

Buyers were: Americans, 3931, and our manufacturers of cigars and cigarettes, 870 bales.

Exports of leaf tobacco from the port of Havana, from August 3rd to August 15th, inclusive, amounted to 5542 bales, all of which were shipped to the different ports of the United States.

Receipts of Leaf Tobacco From the Country.

From Aug. 7 to August 20, 1914.			Since Jan. 1, 1914.	
Vuelta Abajo	16,723	bales	102,051	bales
Semi-Vuelta	4,070	"	18,752	"
Partido	1,462	"	9,168	"
Remedios	16,931	"	86,983	"
Oriente	16	"	1,169	"
Total	39,202	"	218,123	"

Buyers of Leaf Tobacco That Come and Go.

Arrivals—From New York: Marcelino Perez, of Marcelino Perez & Company; José M. Diaz, president of The Preferred Havana Tobacco Company; Lennie Greenhall, of Greenhall Brothers; Joseph Mendelsohn, of Mendelsohn, Bornemann & Company.

From Tampa: Mortimer Regensburg, of E. Regensburg & Sons; Manuel Corral, of Corral, Wodiska & Company; M. B. Pendas and Alfreda Pendas, of Y. Pendas y Alvarez; Angel L. Cuesta, of Cuesta, Rey & Company.

From Key West: A. W. Arnold, of Mi Favorita Cigar Company.

From San Francisco: David Frankel, of Frankel, Gerdts & Company.

From Chicago: Matt Wengler, of Wengler & Mandell.

Returned—From New York: Maximilian Stern, manager-general of the Henry Clay and Bock & Company, Ltd.; Francisco E. Fonseca, of the Castañeda and Fonseca factories.

Departures—To Tampa: José M. Diaz, Mortimer Regensburg, Manuel Corral, M. Sanchez and Facundo Argüelles and family.

To Chicago: August Kuttnauer.

To Boston: Levi W. Scott.

To Key West: A. W. Arnold and Frank H. Gato.

To New York: Felipe Rodriguez, Fred Horn, W. Ambrecht, H. H. Strater, M. Winter and Fred Davis.

To Toronto: Benigno Tuero.

Cigars.

Our factories are now restricted to the orders from the United States and Canada, which at best is only one-third of their output in normal times, but as the orders are coming forward only in small quantities, it is even less than this quantity. Only the factories which have orders from the United States or Canada are working, and those that have an outlet for their cheaper sizes for the home trade of our island, and even these are not employing the same number of cigarmakers, or they are working only a certain number of days in the week.

Henry Clay and Bock & Company, H. Upmann and Por Larrañaga remain closed.

Sol, having some orders for the United States, has been working moderately.

Partagas had closed for a week before last, but had started up again and is turning out 30,000 cigars, per day, in both their factories in town and in Güines.

As per circular dated the sixth instant, F. Rodriguez & Company, who operated the Flor de P. A. Estanillo factory, with their brands "Elite" and "Flor del Fumar," were dissolved, Don Felipe Rodriguez liquidating the affairs, but having sold the factory to Don Evaristo Herrera, who will continue the same under his own name and for his account.

Romeo y Julieta is working four days of the week with the same forces of cigarmakers in Havana, but discontinued the Artemisa branch, until times should improve again.

Leaf Tobacco.

We have heard it stated, that there shall be 15,000 bales of leaf tobacco stored in bond in New York, which was shipped from here to Germany, and which on account of the war in Europe could not be transshipped to that country.

José C. Puente & Company were sellers of 900 bales of Vuelta Abajo, Partido and Remedios tobacco during the last fortnight.

E. Regensburg & Sons have purchased, according to our information, 1950 bales of Vuelta Abajo and Partido leaf. Mortimer Regensburg intends to come here again in the month of September to make some further purchases. He praises the fine Vuelta Abajo leaf of this year, on account of its high aroma.

(Continued on Page 35)

The Cuban Market

(Continued from Page 34)

F. Rocha & Company sold 390 bales of all kinds of tobacco to their Northern customers during the past fortnight.

Cuesta, Rey & Company were buyers of some 200 bales of extra fine vegas of Vuelta Abajo from the lowland district.

Sobrinos de A. Gonzalez have been sellers of several vegas from the Vuelta Abajo, as well as from the Partidos, but we have been unable to learn the exact quantity.

We have heard a report that an American export house has purchased 1000 bales of Remedios, of this year's crop, first and second capaduras, and of which 500 bales had been delivered already. The prices are kept secret, but, it is said, that taking into consideration the shrinkage and the carrying charges, the figures were only slightly lower than last year.

Exchange on New York last week touched the remarkable low point of 105½ per cent., on account of the heavy sugar shipments, but has reacted again towards the close of the week to 108 and 108½ per cent.

Shippers above 200 bales of leaf tobacco from the port of Havana during the last two weeks were:

Maximilian Stern	1072	bales
Virgilio Suarez	782	"
Leslie Pantin	569	"
E. H. Gato Cigar Company	355	"
Manuel Suarez	343	"
J. Bernheim & Son	324	"
M. Abella & Company	208	"

ORETANIV.

"Green Turtle" Cigars Make a Hit

Patterson Brothers Tobacco Company, Inc., of Richmond, Va., have recently placed on the market their famous "Green Turtle" brand of cigars, packed in convenient slide boxes of five cigars for ten cents, and are packing with them the Profit Sharing Coupon for both dealer and consumer.

This style has made a hit from the start and the factory is behind on orders. Jobbers should investigate this new packing of "Green Turtle" at once.

Hail Storm Hits Tobacco

CORNING, N. Y., August 20.

A hail storm which followed a series of thirteen thunder storms in the last forty-eight hours did damage estimated at $100,000 to the tobacco crop in the Chemung River Valley and vicinity this afternoon.

Hail stones of large size stripped the leaf tobacco from the stems, ruining the promising crop, which was about ready for cutting. The greatest damage was done in the vicinity of Addison and Erwin.

Fire at Greenville, Tenn.

Thought to be due to the operation of some of the machinery, fire recently destroyed a large frame building, together with the contents, utilized as a manufacturing plant by the Merchants' Tobacco Company, Greenville, Tenn. The volunteer fire company, finding it impossible to save the structure, directed its attention to surrounding buildings and were successful in preventing further damage. A new building will be at once obtained, together with new machinery, and the business will be continued.

Amsterdam Tobacco Market

The following was written for the *Daily Consular and Trade Reports* on July 17th, by Consul D. I. Murphy in Amsterdam, several weeks prior to the outbreak of the European conflict. While the complexion of the article has been changed somewhat by events that have since transpired, the facts stated are of interest.

"The last of this year's large auction sales of Sumatra tobacco took place on July 9, having continued weekly since March 13th. There will be three other sales of the same and Borneo tobacco—two in September and one in October—but it is not believed they will be of great importance.

"The large sales of Java tobacco will begin on October 2d next, continuing weekly until December 18th. The 1913 tobacco crop in the Dutch East Indies, which is being marketed this year, was not only smaller than usual, but of poorer quality, the plants having suffered from excessive drought. The Java crop usually averages 600,000 to 650,000 bales a season, the Sumatra 250,000 to 280,000 bales, and the Borneo 15,000 to 18,000 bales. The former is always packed in bales of 80 kilos (176 pounds) net, the Sumatra and Borneo tobacco coming in bales of about 77 kilos (170 pounds) net.

"There were about the usual number of American buyers at the Amsterdam sales this year, but their purchases were almost 10,000 bales less than in 1913, or, to be exact, 20,300 bales were bought for use in the United States in 1914 against 30,200 bales last year.

"The total sales of Sumatra tobacco in Amsterdam this year and up to this time amounted to 195,795 bales, while 208,267 bales were sold in 1913 up to the close of the July market. The crop was smaller, the quality inferior, and prices were lower, the average price per half kilo (which is the Dutch pound) having been 152 Dutch cents (or $0.61), against 166 Dutch cents (or $0.67) in 1913.

"Of the Borneo crop, 11,390 bales were sold at an average of 77 Dutch cents (or $0.31) per half kilo, against the 14,321 bales of 1913 at 89 Dutch cents (or $0.36)."

Shortage of Cigarette Papers Offers Opportunity

With the continuation of the war abroad the manufacturers of cigarettes are already beginning to feel the shortage in imported cigarette papers and some of the larger manufacturers have been appealed to by the smaller ones to sell them some of their stock. None, if any, are inclined to part with any of their stock. Practically all of the manufacturers use cigarette papers imported from France and it is now impossible to get any supply that country might have on hand over here. Obviously, the manufacture of these papers is continuing in France on a very small scale, if at all.

This situation offers a splendid opportunity to the American manufacturers of cigarette papers to step to the front and submit their products to the test. There is no reason why this country should not be able to supply the present demand, and if done in a satisfactory manner, this new trade should be retained in this country.

THE TOBACCO WORLD offers an exceptional opportunity to these few American manufacturers to sell their products.

Queries have been received even from England in regard to cigarette paper manufacturers in this country, showing that there is or soon will be a demand to be supplied.

John Slater, the well-known stogie and cigar manufacturer, of Pittsburgh, Pa., is one of the familiar figures recently noticed on the Boardwalk at Atlantic City.

MANUFACTURE OF TOBACCO THROWN OPEN TO COMPETITION IN GREEK MACEDONIA

Opportunity to Introduce American Machinery — New Tobacco Plantations and Factories—Public Factory for Small Manufacturers

BEGINNING July 15, 1914, the manufacture of tobacco in the section of former European Turkey occupied by Greece will be thrown open to free competition and the laws in force in old Greece will be extended to so-called new Greece. The monopoly on the manufacture of tobacco and cigarettes which has until now been held by a French syndicate terminates on the same date.

Permission is given the syndicate, which operates throughout the Turkish Empire under the title of Regie Ottomane des Tabacs et Fabrique, to continue as a private establishment against free competition. It is reported, however, that they do not intend to remain here under such conditions, and will shortly discontinue operating the plant at Saloniki, in which practically all the cigarettes consumed in Greek Macedonia are manufactured. The machinery and equipment of the local plant will be shipped to some point within Ottoman territory.

In order that the market will not run short of a supply of cigarettes and cut tobacco during the interval following the discontinuance of the Regie factory and prior to the installation of new factories the Hellenic Government has decided to permit the importation of manufactured tobacco from old Greece, which has heretofore been prohibited.

The Greek Government is now proceeding to establish a so-called public factory in Saloniki. The purport of this establishment is to assist the small merchant who aspires to enter the tobacco and cigarette manufacturing field, but whose capital is too limited to meet the heavy expenses and fees incident to an independent factory. In the public factory provision will be made for the leasing of space to manufacturers who may install their own machinery and operate under the direct supervision of Government weighers and inspectors. Such manufacturers will be exempt from depositing a cash bond, the annual franchise tax, and from the payment of salaries of Government inspectors.

For the installation of an independent factory the following requirements are prescribed:

(1) A permit must be obtained from the Minister of Finance at Athens.

(2) A fee of 2,000 francs ($386) per annum must be paid for this permit to operate.

(3) A deposit of 12,000 francs ($2,316) must be placed in some designated bank or with the Government to serve as a guaranty for a faithful compliance with the manufacturing laws and regulations. This deposit must remain so long as the factory operates.

(4) Inspectors, who are to be appointed by the Government for weighing tobacco in the factories, must be paid by the operators of the establishment the first day of each quarter. The salaries of these officials are estimated at 8,000 francs ($1,544) per annum.

The law in old Greece as regards the affixing of tax stamps (or "banderoles") to packages of tobacco or cigarettes has now been extended to the occupied territories, and is as follows:

Each packet of tobacco cut or in cigarettes to contain 25 grams.

Stamps for tobacco of third quality will cost 10 leptas, or about 2 cents each; and for second and first qualities, 17½ leptas, or about 3½ cents each.

For cigarettes of third quality the denomination of stamps will be 12½ leptas, which are about 2½ cents; and for second and first qualities, 20 leptas, or about 4 cents for each box of 25 grams.

The production of tobacco is one of the leading industries of Macedonia and Thrace. The cigarette tobacco grown in these regions is as fine as is produced anywhere in the world. The Greek refugees who have been swarming into Macedonia from Asia Minor and Turkish Thrace will for the most part apply themselves to the cultivation of tobacco, and in case the condition of this part of the Balkans should remain stable it is probable that this industry will greatly increase in importance.

In view of the new law, which permits the manufacture of tobacco on open competition, it is probable that several factories will be established in Saloniki. A general opinion prevails that the manufacture of cigarettes will eventually become an important industry of this district.

American exporters of tobacco-manufacturing machinery should not delay in availing themselves of the opportunity to introduce their machines. In regard to the manner of entering the local market the following points should be observed:

First. In order to compete with European products price must be the lowest possible commensurate with quality.

Second. Care should be taken to select the quickest route in making delivery. This has been one of the chief complaints against American shippers.

Third. Terms should be part cash with order, i. e., sufficient to cover freight charges and expenses both ways, and balance upon arrival of goods.

Fourth. Direct sales are preferable to local merchants.

Fifth. Correspondence and printed matter should be in the French language.

Information in regard to the Government requirements for the establishment of tobacco factories in this district can be obtained from Iaanis Andonopoulos, director of tobaccos, Saloniki, or the Minister of Finance, Athens.

A list of leading tobacco exporters in Saloniki and Cavalla, most likely to be interested in manufacturing machinery, is forwarded. The names of leading importers of machinery are also sent in case American firms should care to arrange for representatives. (The entire list may be had from the Bureau of Foreign and Domestic Commerce and its branches.) In this connection it might be pointed out that no one is allowed to possess, import, or manufacture any instruments or machinery used for cutting tobacco or manufacture of cigarettes except by special permit from the director of tobaccos or the Minister of Finance.—*Daily Consular and Trade Reports.*

Union-American Cigar Company Pays Dividend

An evidence of the continued prosperity of the Union-American Cigar Company, of Pittsburgh, Pa., is the fact that they have just paid their regular quarterly dividend of one and three-quarters per cent. (1¾%) on full shares of preferred stock of the company, to stockholders of record August 1st.

Must Take Out Licenses

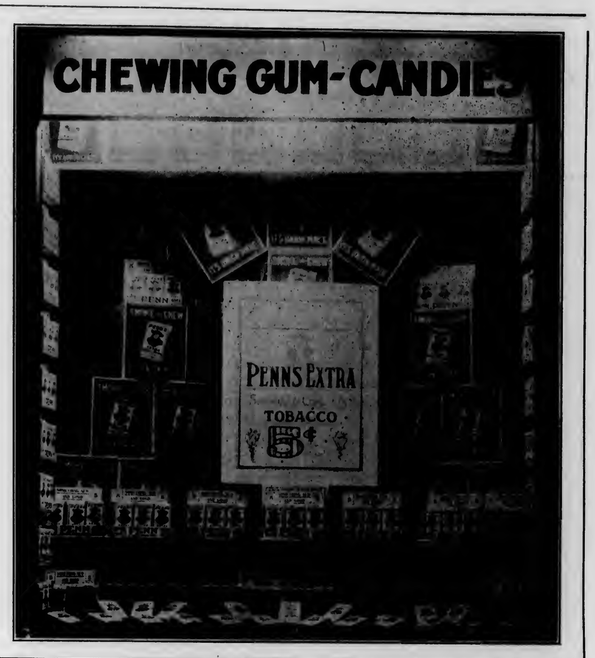
According to a recent ruling by State Attorney-General Smith, of Minneapolis, Minn., all salesmen who demonstrate cigarettes and cigarette papers must take out a license as cigarette dealers.

"Penn's Extra" Featured in Pittsburg Store

"Penn's Extra," the widely known smoking and chewing tobacco, made by the Penn Tobacco Company, of Wilkes-Barre, Pa., has been well received in Pittsburgh.

The accompanying photograph shows a window display which was recently featured by the Afco Cigar Company, of Pittsburgh.

The slogan, "Something new and good," seems to have caught the eye of the smoker and chewer, and sales have mounted rapidly during the past month. The Afco Company states that the display resulted in a handsome increase in the calls for "Penn's Extra" at their stand.



Los Angeles

Dice Question Is Up Again—Tobacco Association Takes Action—"Reynaldo" Cigars Continue to Gain in Favor

LOS ANGELES, CAL., August 22, 1914.

THE Klingenstein Company, of this city, have inaugurated a display campaign throughout Southern California on "London Gold Tip" cigarettes, with the result prevalent of marked success for that brand. It is a very attractive package for five cents and many smokers have switched from the higher priced cigarettes to this brand of quality.

One of the most pleasing of these displays can be seen in the windows of the "House of Quality." The windows are dressy and neat and there is no end of favorable comment on "London Gold Tips."

War on the shaking of dice for pennants, which may involve the city in an election to decide the question of shaking of dice for cigars or other merchandise, was declared by the City Council some time ago. Assistant City Attorney Howard Robertson declared that the present ordinance permitted the shaking of dice for merchandise, and that when the Council several months ago passed an ordinance abolishing dice shaking it was attacked by a referendum and withdrawn by the Council rather than put the city to the expense of several thousands of dollars for a special election. At a meeting of the Southern California Tobacco Association on August 17th, at the Jefferson Club rooms, more than three hundred cigar and tobacco merchants assembled and adopted resolutions which implied that they were strictly against the conducting of cigar stores by women, and more so denounced the practice of employing women behind crudely constructed pennant stands put there merely for the purpose of decoying weak-minded young and old men. They expressed their favor in adopting a mode of surveillance of these stands.

That Los Angeles will be called upon to entertain hundreds of thousands of delegates in 1915, in addition to the general influx of exposition visitors, and that the task is a gigantic one, is thoroughly appreciated by the Los Angeles Convention League, and active preparations are now under way to perform the task in such a manner as will send the visitors home with the pleasantest impressions of the city and its inhabitants. Over twenty-five conventions are booked for this city alone next year, with many more in waiting.

The Mussatti-Boggio Cigar Company, at 843 North Main Street, this city, reports ever-increasing business on the splendid "Reynaldo" cigars. Talking things over with Mr. Mussatti, senior member of the firm, I found that they are putting forth their best efforts towards lifting this cigar where it truly belongs, that is, among the best sellers of today. It is their leading brand and for this reason they are in a most favorable position to create a demand for the goods. The factory, Luckett, Luchs & Lipscomb, of Philadelphia, Pa., is behind the cigar, and "Reynaldo" is going to be upon the lips of every smoker of a good seed and Havana cigar within a very short space of time.

Klingenstein Company report excellent business on the following brands of cigars and cigarettes: "Cinco," "Webster," size called Directors; "Y-B," "Regensburg's American," "Made in Bond," "London Gold Tips" and "Milo," yellow packages.

Business conditions remain the same hereabouts. Food articles rise and fall in price but keep to the normal level here.

ALKALI.

Leaf Tobacco Notes

PENNSYLVANIA

LANCASTER, PA.

The special feature in the Lancaster leaf tobacco market at present is the selling of 1909 tobacco, of which the local packers still hold about 20,000 cases. It was goods that would not sell because the trade asserted that the tobacco failed to burn. With age, and the air given by re-sweating, the goods have improved, and a good deal has changed hands the last few months. It is the cheapest goods to be had, and has been selling as low as 6 and 8 cents a pound. Lately some has sold for 12½ cents, but the bulk of the recent sales were for less than 10 cents. Packers refuse to name the buyers, because the latter are averse to having their trade learn that they are using 1909 tobacco.

The cigar trade shows a distinct improvement, some of the factories having advertised for more hands. It is improvement in the cigar industry that has encouraged local leaf packers to believe that a brisk trade will come with the fall. The new packing, the 1913, is nearly ready for the market and many inquiries are being made regarding it. The crop now in the field could not present a finer appearance, and if there is no hail to damage it it will be the best tobacco crop Lancaster County has had in years.

CONNECTICUT

SUFFIELD, CONN.

The season this year was late in getting under way, and the growers had a vast amount of trouble getting the young plants started. They had to contend with cold weather, dry weather and windy weather, the last mentioned being for a time a serious menace, as the wind would cover the young plants with a cloud of dust, which meant resetting. After a bad start rain came and for a time fell at almost regular intervals, which put the 4000 acres raised in the town in a flourishing condition. After the crop was practically assured outside and local buyers were on hand to purchase the crop, and within a week about one-half of the crop was purchased standing in the fields, prices ranging from 19 to 22 cents in the bundle. A few crops of picked or pinned tobacco were bought at 25 and 26 cents. The buyers then stopped the landslide of buying as quickly as they started it, giving as a reason the fact that they would like to see how some of the crop would cure down in the sheds before making any further purchases.

HARTFORD, CONN.

Growers of tobacco will soon be harvesting a crop that promises to be the best in many a year. Charles Soby, of the Connecticut Tobacco Corporation, said the corporation had completed the first and second picking of some of its fields and no better tobacco was ever put into the shed. The leaf is particularly thin, light in color and silky, indicating an excellent burn. The weight this year is all that can be desired; in fact, it will go far ahead of recent crops. Mr. Soby estimates the yield per acre of shade-grown between 1400 and 1500 pounds. Havana seed, he estimates, will yield approximately 1700 pounds to the acre, while broadleaf will average 2000 pounds or more.

Lord Camden Cigar Company Incorporated

A cigar called the "Lord Camden" is shortly to be placed on the market by the recently incorporated Lord Camden Cigar Company, of Camden, N. J. The incorporators are F. R. Hansell, G. H. B. Martin and J. A. MacPeak. The firm is capitalized at $50,000.

CLUBDOM SMOKING No. 17

(*Continued from page 31.*)

the lake can be obtained. During the summer months the club is most popular, being one of the best places in the city to keep cool.

The third floor is devoted to small card rooms and to sleeping quarters for such members as are fresh air fiends. The cool breezes from the lake strike the upper part of the club house almost all of the time, and if there is anything in the way of a zephyr the club members can get into direct communication with the same by going up to the third floor.

Outside is a harbor inside a long breakwater. Here are anchored some of the finest and swiftest yachts to be found in the world. Much money has been spent by their owners to make them perfect in every sense of the word. At all hours of the day yachts are coming and going like graceful swans.

In addition to yachting, the members of the club go in for other sports as well. They maintain a track team, baseball team, water polo team and swimming team, which are among the best in existence. The members take great pride in all athletic sports. The young men are the active performers. The older ones sit around on the veranda of the club and talk this and that race over their cigars, and the battles of these word wars are no less keen than those actual battles in which the younger members take part.

The Chicago Yacht Club is closed during the winter months, but maintains temporary headquarters in a downtown office building.

In a social way the Chicago Yacht Club is one of the most prominent in the city. Many dinners and outings are given during the summer to which are invited the select of the city's "400." For that reason it must be seen that the conduct of the cigar department of such an institution is no small matter, but one requiring an infinite amount of tact and a definite knowledge of the nicotine tastes of the members. In spite of the fact that the members of the Chicago Yacht Club are men of large enough means to smoke almost any priced cigar they please, the brands of medium price seem to move faster than those which are offered at the higher marks. It is so in all of the clubs, the wealthy ones as well as those which are not so well fixed in this world's goods. Perhaps it is due to a feeling on the part of the members against what appears to be extravagance, or perhaps it is because they prefer the taste of the more humble brands. By this is not meant that the Chicago Yacht Club carries cigars of medium price, such as are featured at the ordinary corner store. The cheapest cigar carried would move slow indeed in the ordinary store, owing to the price.

The cigar department of the Chicago Yacht Club has always been a strong patronizer of the home factories, believing that Chicago turns out cigars which will rank well with any made in the world. Of course, other factories, outside of the city, also have their brands represented, but the buying has always been most conservative. Now and then a new brand is tried out on the members. If it pleases, it remains; if not, a second order is never placed. Requests by members to put a certain brand in stock are given attention, and followed if it seems likely that the cigar will "take" with the "bunch." Much attention is given to the burn of a cigar in buying. If the burn is not even, or flakes bad, it is barred, even though the taste may denote an excellent quality of filler.

G. W. WHITCOMB.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 236 Chestnut Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

REGISTRATIONS

THE 1914 WAR:—30,332. For cigarettes. August 11, 1914. H. L. Baloz, Brooklyn, N. Y.

KALOMA:—30,333. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 11, 1914. Pasbach-Voice Litho. Co., New York, N. Y.

SULBRO:—30,334. For cigars. August 12, 1914. Dwyer & Co., Seattle, Wash.

HETES:—30,335. For smoking tobacco. Samuel Fisher & Co., Trenton, N. J.

TAIL LIGHT:—30,336. For cigars, cigarettes, cheroots and stogies. August 12, 1914. Grand Rapids Cigar Box Co., Grand Rapids, Mich.

AUTO TWIST:—30,337. For cigars, cigarettes, cheroots and stogies. August 12, 1914. Grand Rapids Cigar Box Co., Grand Rapids, Mich.

WIND SHIELD:—30,338. For cigars, cigarettes, cheroots and stogies. August 12, 1914. Grand Rapids Cigar Box Co. Grand Rapids, Mich.

MULTIPLE WRAPPER:—30,339. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 12, 1914. Charles E. Althoff, Hanover, Pa.

THIGH-LAND:—30,340. For cigarettes and tobacco. August 12, 1914. A. H. Sarkisian, Bridgewater, Mass.

MY VACATION:—30,341. For cigars, cigarettes and tobacco. August 13, 1914. The Moehle Litho. Co., Brooklyn, N. Y.

ELIZABETH DE BOULOGNE:—30,342. For cigars. August 13, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

MICOMA:—30,343. For cigars. August 13, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

DUKES OF ENGLAND:—30,344. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 13, 1914. Fredrick Ehrlich, Jr., Port Chester, N. Y.

CHARLES ROBINSON:—30,345. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 14, 1914. Pasbach-Voice Litho. Co., New York, N. Y.

DAVID BUTLER:—30,346. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 14, 1914. Pasbach-Voice Litho. Co., New York, N. Y.

SIDNEY EDGERTON:—30,347. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 14, 1914. Pasbach-Voice Litho. Co., New York, N. Y.

SHADRACH BOND:—30,348. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 14, 1914. Pasbach-Voice Litho. Co., New York, N. Y.

ALEXANDER BARING:—30,349. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 14, 1914. Pasbach-Voice Litho. Co., New York, N. Y.

SAMUEL CROCKETT:—30,350. For cigars, cigarettes, stogies and tobacco. August 17, 1914. F. M. Howell & Co., Elmira, N. Y.

GEORGE BORROW:—30,351. For cigars, cigarettes, stogies and tobacco. August 17, 1914. F. M. Howell & Co., Elmira, N. Y.

DE GRAMMONT:—30,352. For cigars, cigarettes, cheroots, stogies and tobacco. August 17, 1914. H. E. Totten, Chicago, Ill.

DE BAZAN:—30,353. For cigars, cigarettes, cheroots, stogies and tobacco. August 17, 1914. H. E. Totten, Chicago, Ill.

ANDREAS HOFER:—30,354. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 17, 1914. Pasbach-Voice Litho. Co., New York, N. Y.

SAFELINK:—30,355. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 17, 1914. Robert Link Cigar Co., New York, N. Y.

NOBLESSE A. & H.:—30,356. For cigars. August 20, 1914. Petre, Schmidt & Bergman, Philadelphia, Pa.

LA HAGA:—30,357. For cigars, cigarettes and tobacco. August 20, 1914. Charles F. Poklauner, Cleveland, O.

RUSSELL BEMENT:—30,358. For cigars. August 20, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

MIO-FRIENDO:—30,359. For cigars and cigarettes. August 20, 1914. Wiedmann-St. Louis Cigar Box Co., St. Louis, Mo.

CARNATION BUDS:—30,360. For cigars. August 20, 1914. Schmidt & Co., New York, N. Y.

LADY DIANA:—30,361. For cigars, cigarettes and tobacco. August 20, 1914. F. M. Howell & Co., Elmira, N. Y.

RALPH DE PALMA:—30,362. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 21, 1914. M. G. Butler & Co., Chicago, Ill.

CLARCO:—30,363. For cigars. August 22, 1914. John H. Longstreet, York, Pa.

MYNHEER JOOST:—30,364. For cigars, cigarettes, cheroots and tobacco. August 24, 1914. C. J. Becker, Detroit, Mich.

H. F.'S 974 SPECIAL:—30,365. For cigars. August 24, 1914. Harry Fetrow, York, Pa.

FOLEY'S QUALITY FIRST:—30,366. For cigars, cheroots and stogies. August 24, 1914. M. Foley, Rome, N. Y.

MILETTE'S DIRECTOR 1914:—30,367. For cigars. August 24, 1914. E. A. Milett, Aberdeen, Wash.

MARCH FAST:—30,368. For cigars, cigarettes, stogies and tobacco. August 25, 1914. F. M. Howell & Co., Elmira, N. Y.

NATIVE KING:—30,369. For cigars, cigarettes, stogies and tobacco. August 25, 1914. F. M. Howell & Co., Elmira, N. Y.

NATIVE SPIRIT:—30,370. For cigars, cigarettes, stogies and tobacco. August 25, 1914. F. M. Howell & Co., Elmira, N. Y.

GUY NELLO:—30,371. For cigars, cigarettes, stogies and tobacco. August 25, 1914. F. M. Howell & Co., Elmira, N. Y.

PENN GRANDE:—30,372. For cigars, cigarettes, stogies and tobacco. August 25, 1914. F. M. Howell & Co., Elmira, N. Y.

GENERAL JOFFRE:—30,373. For cigars. August 25, 1914. Petre, Schmidt & Bergman, Philadelphia, Pa.

CRAWFORD'S BLUNTS:—30,374. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 25, 1914. T. M. Crawford, Gainesville, Fla.

Design registered August 26, 1914. For cigars, chewing and smoking tobacco. Otto Fusz, Lyons, N. Y.

TRANSFER

REVELATION:—20,303. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Transferred August 21, 1914, to Robert Link, New York City, by L. Harry Fisher, Brooklyn, N. Y.

CORRECTIONS

COUNT DISCOUNT:—30,247. For cigars, cigarettes and tobacco. Published in July 15th issue as having been registered for Grafton & Co., London, Canada. Should have read The Moehle Litho. Co., Brooklyn, N. Y. Date of registration July 2, 1914.

MY OWN PRIVATE BLEND:—30,308. For cigarettes. Published in August 15th issue as having been registered for E. A. Condax & Co., Chicago, Ill. Should have read Basil A. Condax, Chicago, Ill. Date of registration July 28, 1914. Design published in August 15th issue, and credited to E. A. Condax & Co., was in error. Should have been credited to Basil A. Condax.

THE PUBLIC IS HEREBY NOTIFIED

that I have succeeded to the ownership of the title and brand of *DOLLY MADISON* as a brand of cigars. Any imitations or infringements upon same will be vigorously prosecuted.

J. H. WITTER, Newmanstown, Pa.

WILD REPORTS ABOUT SUMATRA INSCRIPTIONS

The Inscriptions Will Not Be Shanghaied—Shipments Coming In As Usual—Fall Inscriptions May Be Postponed

NEW YORK, August 26, 1914.

CONSIDERABLE amusement has been aroused in the trade by the reports which were published broadcast during the past month concerning the condition of the Sumatra tobacco trade, and strange to relate, the author or authors of these reports managed to get them published in nearly all the leading dailies as well as in several of the prominent trade publications of the country. THE TOBACCO WORLD pleads guilty, but its informant seemed to know what he was talking about and in war times many erroneous statements must be forgiven.

The big factors in the Sumatra trade in New York, such as H. Duys & Company, E. Rosenwald & Brother, and others, expressed themselves most emphatically on the proposition that future inscriptions might be held in Shanghai, China, to the effect that the report was sheer nonsense, and when it is considered what a factor the American importers are at the inscriptions, it can readily be seen that there will be no attempt to hold the inscriptions on the other side of the world, where the American buyers would hardly care to make the long trip.

Despite the fighting in Europe, the Sumatra crop has grown quite comfortably on the Island of Sumatra and the growers out there are busy packing and assorting it without any fear whatever but that the crop will be marketed in due course.

At this time no announcement has been made concerning the holding of any fall inscriptions at Amsterdam, but the fall inscriptions have never been regarded as particularly important and they can be dispensed with without any serious inconvenience. As a rule, the American buyers have paid little attention to the fall inscriptions for several years past in the matter of personal attendance at the sales, and when they did buy it was usually through resident agents in Amsterdam.

The American importers were largely in evidence at the last spring inscriptions and their purchases for the United States ran up into many thousand bales of the best tobacco. Quite a lot of this has already been landed and the importers tell us that shipments are coming through regularly on the Holland-American Line, which is not involved in the European imbroglio, fortunately for our trade. It is quite reasonable to expect a slight advance in the price of Sumatra owing to the heavily increased cost of handling the bales from the other side. Marine insurance has been advanced by the companies as the North Sea is mined for military purposes and ships of neutral countries sailing in those waters are an extra hazardous risk.

Manufacturers of cigars who are in need of Sumatra tobacco for wrappers might do well to cover themselves at an early date, but the danger of a terrific advance in price seems remote and from the present outlook there is plenty of tobacco to meet all needs.

No official announcements have been forthcoming up to the present writing about the spring inscriptions of 1915 and it is quite probable that nothing will be known for some time until the war has assumed a more definite shape, but the American buyers believe that their baggage will be checked for Amsterdam next spring as heretofore.

Read Your Trade Paper

"No man in business can afford to neglect the periodical of his trade; a live trade paper presents every week or month a fund of information on business conditions and methods which may save the reader from making costly experiments. Papers for the retail trade tell about methods of selling, of keeping cost accounts, of how to get rid of time-worn merchandise, how to build up a credit standing, how to create a spirit of loyalty and co-operation among clerks and general employees.

"It is for the credit grantor to get his customers to read consistently one or two papers bearing upon their trade. Generally speaking, the man who gets nothing out of his trade paper is a back number or is soon going to be."—*Bulletin of the National Association of Credit Men.*

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Chewing Snuff

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Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

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M. C. KILLIAN, Reamstown, Pa., manufactures a complete line of cigars of superior quality. Correspondence solicited.

Wanted.

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IMPORTANT NOTICE TO CIGARETTE MANUFACTURERS—We manufacture cigarettes for the trade; we also supply tobacco boxes and labels 25 per cent. cheaper than elsewhere. Brands registered. Write for particulars. Live distributors wanted. The Soter Company, 235 Canal Street, New York City.

WANTED—Unlimited quantities of "Seed Cuttings" and "Siftings." Get our new quotations for cash. Interstate Tobacco Company, Longacre Building, Forty-second Street and Broadway, New York.

Wanted.

CIGAR JOBBERS: We have an exceptionally good three for five-cent proposition to offer to responsible jobbers. Fair & Square Cigar Company, Red Lion, Pa.

WANTED—HAVANA AND SUMATRA TOBACCO STEMS, 100-lb. bales. Give lowest price, and amount you can deliver monthly. Address Box 666, Tobacco World.

WANTED—Salesmen at liberal commission for our new brand of Pipe Cleaners; a sanitary, air-tight package; free sample. E. T. Gilbert Manufacturing Company, 235 South Avenue, Rochester, N. Y.

WANTED—Salesman to carry a line of cigarette cases on commission on the side, to Jobbers only. Address Box 40, Tobacco World.

For Sale.

HAVANA SHORTS—Pure Vuelta; fine aroma. Lopez, 358 E. 78th St., New York. 9-1-tf

FOR SALE—Remedios Havana shorts, pure and clean. Guaranteed A-1, or money refunded. Fifty cents per pound. Edwin Alexander & Co., 178 Water Street, New York.

FOR SALE—Cigar Leaf Scrap made only from all Ohio tobaccos. Zimmer, Gebhart or Dutch. Large cut, sound, clean, dry and ready to work. Samples submitted with quotations. The Buckeye Tobacco Company, Greenville, Ohio.

FOR SALE—Two new Universal Tobacco Stripping Machines. In use only several weeks. Will sell the two machines for $500 to quick buyer. Address P. O. Box No. 236, Reading, Pa.

Tobacco Company to Share Profits With Employees

A report has reached this country that the directors of the British Tobacco Company, Limited, of Australia, have proposed a copartnership and profit-sharing scheme to be put into operation among their employees.

At a meeting of the employees of the company, held recently, the managing director stated that the company had for some time been considering adopting some plan of profit-sharing, embodying the principles of copartnership, for the benefit of employees.

The shares will be an actual gift to the employees, and will be free from all conditions other than the restriction of the right of sale for five years and the vesting of the shares in the trustees on their behalf, and in estimating the proportion of shares to be allotted to any individual the salary or wages actually earned will be the basis.

New London Tobacco Man to Retire

Jacob Linicus, a well-known tobacco manufacturer of New London, Conn., has decided to retire from business. He has sold his building, equipment and products.

Tobacco Monopoly in Uruguay

The concession for a monopoly of the tobacco industry which has been signed ad referendum by the Uruguayan Minister of Finance is, in effect, as follows:

The Government grants for twenty-five years the sole right to manufacture and sell tobacco in Uruguay, payment to the Government being on a graduated scale as follows: $1,240,800 annually for the first five years; from the sixth to the twelfth year, inclusive, $1,757,800 annually; and $2,068,000 annually until the end of the twenty-five years. The monopoly is given the right to purchase all tobacco factories in the Republic at a fairly assessed value or to take them into the combine as shareholders.

It is believed that the Government will receive a larger and more certain income from the tobacco industry in this manner than by regular taxation, as at present. The estimated annual consumption of tobacco in Uruguay is 7,150,000 pounds.

Tobacco Shows Improvement in Russian Poland

Reports state that the crop of tobacco grown in Russian Poland was superior to that of the preceding year, although the tobacco grown in the Government of Warsaw and part of that in Volhynia were failures. Only cheap tobacco is grown in this district, and it is used for the manufacture of pipe and snuff tobacco, as well as for fillers. Polish agricultural societies and manufacturers of tobacco products in Poland are encouraging farmers to grow tobacco, and it is expected that this cultivation will be extended.

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LANCASTER, PENNA.

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Domestic tobacco direct from the grower to you. We have the goods and facilities. Let us submit you samples and prices.
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By Smoking TUXEDO—The Mildest, Pleasantest Tobacco Made

FOLKS are talking physical efficiency in modern business life. The idea is, that modern business keeps a man just about as occupied as the fabled one-armed paperhanger with the hives. And if you want to join in with the Gimp Bros. and travel with the Pep and Ginger crowd, you want to cut out a lot of things that make your day's work go wrong.

Take the item of smoking, for instance. It's much better not only for *you* but for your *job* if you smoke a light, soothing pipe tobacco like Tuxedo. Get a pipe and try Tuxedo awhile. You'll see the difference.

Your whole efficiency make-up will respond right away to the gentle and cheering influence of Tuxedo.

ARTHUR LUCK
Conductor of the Philadelphia Harmonic Orchestra, says:
"Tuxedo is easily my favorite smoke—giving greater fragrance, mildness and coolness than I have found in any other tobacco. Never stings or bites the tongue. Tuxedo doubles my enjoyment of pipe smoking."

A. H. GRIFFITH
Director of Detroit Museum of Art, and Lecturer, says:
"Like Omar I sometimes wonder what the makers of Tuxedo buy, one-half as precious as the stuff they sell. It's the greatest ever."

VICTOR P. ARNOLD
Member of the Chicago law firm of Northrup, Arnold & Fairbank, says:
"After a battle in the court-room, there is nothing like retiring to your private office, sitting back in your chair with your feet on your desk and enjoying a fine smoke of Tuxedo. It is immense!"

Tuxedo
The Perfect Tobacco for Pipe and Cigarette

gives you this moderate and reasonable refreshment because it is primarily a pure, light, mild selection of the highest grades of Kentucky Burley tobacco.

Tuxedo can't bite your tongue. It can't irritate you in any way. There's no drag or sag in it. Simply pleasant, whiffable, aromatic, easy smoking.

Tuxedo has all these splendid qualities because it is made by the *original* Tuxedo Process of treating Burley leaf. Many other manufacturers have tried to *imitate* the Tuxedo Process—but never succeeded. Hence there is no other tobacco "just as good."

If you've tried the imitations, just try the *original*. At the end of one week you'll find yourself in line with the thousands of famous business men, lawyers, doctors, ministers, singers, athletes, who endorse Tuxedo as the one perfect tobacco.

YOU CAN BUY TUXEDO EVERYWHERE

Convenient Pouch, *innerlined* with moisture-proof paper . . **5c**
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In Tin Humidors, 40c and 80c
In Glass Humidors, 50c and 90c

WILLIAM COLLIER
Popular comedian, recently starring in "A Little Water on the Side," says:
"My pipe is always Tuxedo-filled. I tried other tobaccos before I discovered Tuxedo. Now there IS no other."

JAMES R. HAYES
Owner and Manager of the Wayne Hotel, Detroit, Mich.; Park Hotel, Hot Springs, Ark., and Park Hotel, Sault Ste. Marie, says:
"Sports afield and afloat appeal to me, but the day would not be wholly enjoyable without the evening pipe of Tuxedo, my favorite smoke."

PATRICK H. O'DONNELL
A prominent lawyer of Chicago, says:
"A canvass of my friends would show that Tuxedo is most popular with them. Many say it is the only pipe tobacco."

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10 for 25c.

CADO A QUALITY NEVER OFFERED BEFORE
10 for 15c.

MERIT AND UNIFORM PRICES
Ask your jobber or send orders direct to:

CADO CO., Inc.
Factory and Salesroom: 26 Park Place, New York City

Bunch Tables That Save Binders and Do Not Twist Fillers
LIBERMAN MFG. CO., 248 N. 8th St., Philadelphia, Pa.

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or, in other words, "they appreciate the 'real thing' in a cigar when they strike it." Quality considered, they know they are smoking the best. Knowing this, Mr. Dealer, can you afford to ignore a brand with the reputation and selling quality embodied in the "Counsellor"? Are you getting your share of that business?

Not until you stock up on this cigar in the right way and push it by "putting your shoulder to the wheel", will you realize to the full what a prolific source of profit it is.

Sell the *Consistent Counsellor Cigar*. It pays.

ALLEN R. CRESSMAN'S SONS, Mfgrs., PHILADELPHIA

CRESSMAN'S COUNSELLOR 5¢ CIGAR

The World's Standard Cigar

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General Agent for United States and Canada

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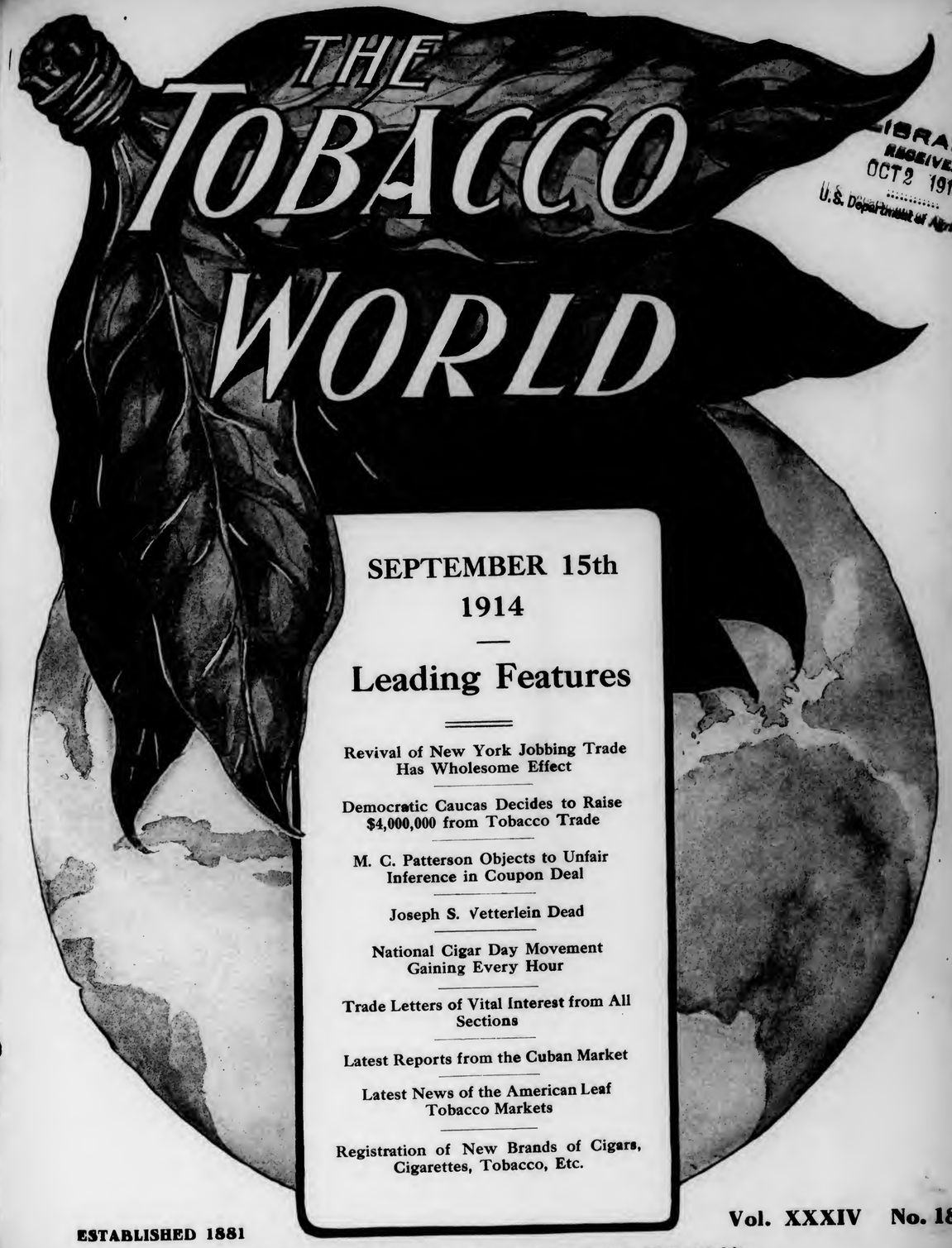

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Leading Features

Revival of New York Jobbing Trade Has Wholesome Effect

Democratic Caucas Decides to Raise $4,000,000 from Tobacco Trade

M. C. Patterson Objects to Unfair Inference in Coupon Deal

Joseph S. Vetterlein Dead

National Cigar Day Movement Gaining Every Hour

Trade Letters of Vital Interest from All Sections

Latest Reports from the Cuban Market

Latest News of the American Leaf Tobacco Markets

Registration of New Brands of Cigars, Cigarettes, Tobacco, Etc.

ESTABLISHED 1881 Vol. XXXIV No. 18
PUBLICATION OFFICES: 236 Chestnut Street, Philadelphia

F. C. LOZANO J. M. LOZANO

TRADE MARK

F. LOZANO, SON & CO.

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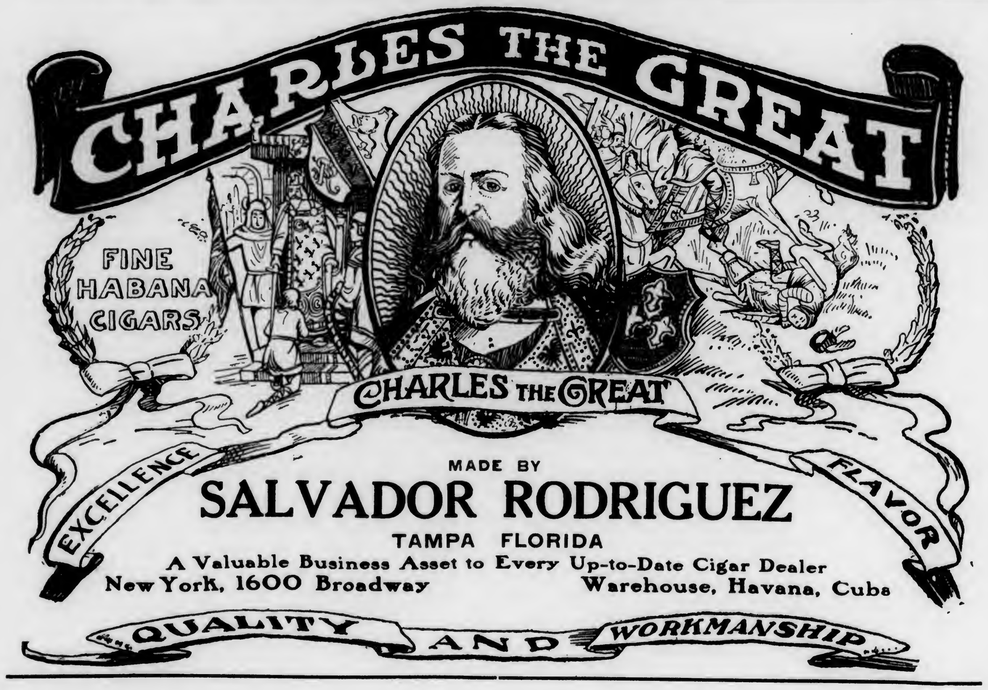

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1869

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In all popular sizes, packings and prices.

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Havana, Cuba
Consulado 91-93

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"Sol" and "Devesa de Murias"

Independent factories

Our Motto: Quality, always a little better than Havana's Best

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The Original and Genuine

Central Union

Smoking Tobacco in a New Cut

Packed in a Pocket-proof Package

1½ ounces—5 cents

United States Tobacco Co.
RICHMOND, VA.

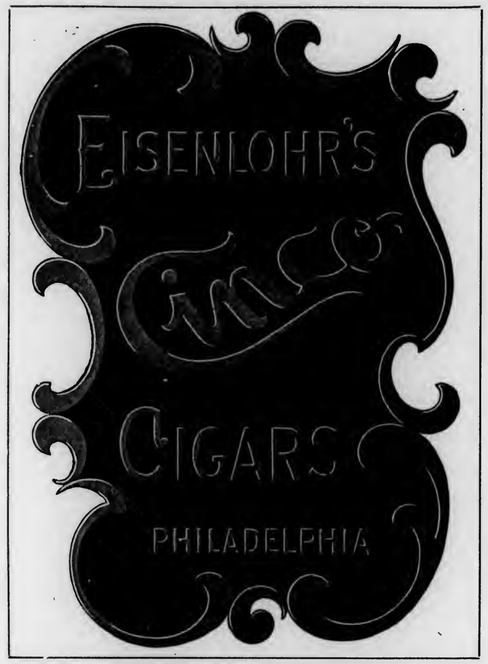
For Gentlemen of Good Taste

San Felice

CIGARS

The Deisel-Wemmer Company

LIMA, O.



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CELEBRATED

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HABANA

Strictly Independent Manufacturers

CHAS. LANDAU

Sole Agent for United States and Canada

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Best Quality **Best Known**

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The Cigar Without a Peer

Calixto Lopez y Cia
Habana

New York Office— 257 Fourth Ave.

"The Big Ten-Cent Tin"

UNION LEADER

REDI-CUT

A new cutting of an old favorite. Taking hold with smokers in a wonderful way because it gives them a *big* package of choice selected Burley cut the way they want it, *for only ten cents.*

For Pipe or Cigarette

Also in Glass Tumblers, 10c; Glass Fruit Jars, 25c, 50c.

P. Lorillard Company Est. 1760

"THE BIG TEN-CENT TIN"

This world-famous chewing tobacco is made in a *new size*——a neat, handy *5c Pocket Plug,* that is *wrapped in foil.* The foil-wrapping keeps the tobacco *clean, sweet* and *full of flavor.*

PIPER Heidsieck

CHEWING TOBACCO—Champagne Flavor

Each 5c Plug Wrapped in Foil

This 5c Pocket Plug of "PIPER" is the most *popular innovation* of recent years in chewing tobaccos. Wherever introduced it is proving a big seller——something tobacco users have *always wanted.*

We are starting a *vigorous selling campaign* to call the attention of all plug tobacco users to the *big advantages* of this new 5c Foil-Wrapped Pocket Plug of PIPER Heidsieck.

We want you to get your full share of this *new business* by ordering at once, from your jobber, "PIPER" in this new style of packing.

AMERICAN TOBACCO COMPANY

SANCHEZ & HAYA CIGARS

Now Manufactured in Bond

Factory No 1

Tampa, Fla.

Under Government Supervision

Look for Bond Stamp on Box

(Facsimile of Window Card)

Inform Your Customers

Send for our colored window card announcing that old No. 1, Tampa, is now a bonded factory and that "La Flor de Sanchez Y Haya" cigars, carry with them, the Government guaranty, that nothing but pure Havana tobacco is used in their manufacture.

They have been leaders since 1867 and they will continue to be for generations to come.

SANCHEZ Y HAYA

Tampa, Fla.

Demand Proves the Value of a Cigar

ARE IN DEMAND

JEITLES & BLUMENTHAL, Ltd.
PHILADELPHIA, PENNA.

Year after Year
CREMO
maintains its popularity
The
mellowness
and smoothness of the
Cremo blend
suit the taste of a vast
number of smokers

Cremo
5¢ CIGAR

THE easiest way to invite a hoss into the stable is to show him a han'ful o' oats. Especially when he's hungry for 'em.

Velvet Joe.

THE easiest way to invite customers into your store is to display VELVET, The Smoothest Smoking Tobacco, where they can see it—because Velvet Joe is making them hungry for VELVET.

Smokers have long known VELVET as an ideal pipe tobacco, but Velvet Joe is making them realize it in a new way. This genial, friendly, Kentucky philosopher is constantly telling them of the mellow, genial friendliness of VELVET.

Millions of smokers are constantly reminded of VELVET by seeing Velvet Joe's sunny smile in leading magazines, newspapers and on billboards everywhere.

Smokers are hungry for VELVET. Remind them that you sell it.

½ Actual Size

5c. Bags, 10c. Tins, One Pound Glass Humidors

Liggett & Myers Tobacco Co.

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Chewing Snuff

We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

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WEYMAN-BRUTON COMPANY
50 Union Square North **New York, N. Y.**

E. H. GATO CIGAR COMPANY

FOR FORTY YEARS THE STANDARD — **By Which Clear Havana Cigars Are Judged**

Write for Open Territory
Factory: Key West, Fla. **New York Office; 203 W. Broadway**

Whip

Ready Rolled Tobacco

Every dealer knows there's hardly a successful smoking tobacco that didn't originate in Richmond—by a Richmond man.

And of all Richmond names—"Patterson" stands pre-eminent.

"Whip" is the best smoking tobacco the Pattersons ever blended. Enough said.

5c. one-ounce tins, 10c two-ounce tins, and in handsome green pottery Patented Self-Moistening 1-lb Humidors.

M. C. PATTERSON, Pres't
PATTERSON BROS. TOBACCO CO., INC.
Richmond, Va.

Also makers of "Queed"—the big 2½-oz. ten-cent tin—a little better than most 2-oz. ten-cent tobaccos. You will find it a good seller.

44s' Packed in NEW Cans
ACKNOWLEDGED BY RESULTS
A BUSINESS BUILDER

LONDRES BLUNTS

INVINCIBLES

In placing this can on the market we have followed our well-known Advertising Color, yellow base with red and black lettering.

"44" Cigar Co., Philadelphia

LOVERA

CLEAR HAVANA CIGAR
Made under U. S. Bond by
Jose Lovera Co.
TAMPA, FLA.

BAYUK BROTHERS

FIVE CENT CIGAR
PHILADELPHIA

DIAMOND JOE TRADE MARK CIGAR FACTORY
ESTABLISHED 1850

Charles Denby

BEST THAT SKILL, ENERGY AND MONEY CAN PRODUCE

H. FENDRICH, Maker, EVANSVILLE, IND.

5c CIGAR

EL GENIO

Clear
Havana
Cigars

Made in Tampa, Fla.

P. Verplanck & Co.
263 Fourth Ave. New York

The Latest Improvement in Electric Cigar Lighters is the

Brunhoff Jump Spark Lighter with Automatic Cutter

Operates with an excellent jump spark coil. The main feature is that the lighter uses electricity only for an instant. No current used or wasted on return into position. This is most important. It saves your batteries —gives them longer life. The front is for your ad or for a mirror. The handle is convenient to light from, for the shortest or the tallest. Pull the handle to you, slow or fast, **"you get a light every time."**

If you want the best lighter ever made, send us $12.00 and state if wanted with glass or mirror front. Send label if you want us to insert it.

Made and Guaranteed by

The Brunhoff Mfg. Co.,
Cincinnati, Ohio

Eastern Branch and Show Rooms
113 Maiden Lane, New York

IT PAYS

to handle a line of goods that have such a reputation as

SAVARONA CIGARS

They give tone to the line of the Jobber and Retailer.
Everyone says:

"Savarona? That's a fine cigar!"

Get behind it and let your customers know you have this cigar, for they like it.

CAYEY-CAGUAS TOBACCO CO., Inc.
152 WATER STREET, NEW YORK

HONESTLY ADVERTISED NOT MISLEADING

LA SARAMITA

Broadleaf
Wrapped
Havana
Cigars

Real Havana
Tobacco
Skillfully Blended

Pre-eminent
by Comparison

THE SHIELDS-WERTHEIM COMPANY, Cleveland

Exact Fac-simile of the Government Stamps on Cigars, Cut Tobacco and Cigarettes, issued by the Government of the Republic of Cuba, according to the Law of July 16th, 1912.

THE ABOVE STAMP IS USED FOR CIGARS AND CUT TOBACCO

All manufacturers are compelled to affix these Stamps on all boxes of Cigars, packages of Cut Tobacco, as well as packs of Cigarettes, which are manufactured by them, and which constitute an absolute guarantee to the smokers, that the Cigars, Cut Tobacco or Cigarettes contained therein, are of Genuine Cuban Origin, made by Expert Havana Cigarmakers and Tobacco Workers.

THE ABOVE STAMP IS USED ON ALL PACKAGES OF CIGARETTES

The COLOR of THE ABOVE STAMPS is GREEN.

M. E. Canle, 156 Water Street, New York, Representative for the United States, of the Union of Manufacturers of Cigars and Cigarettes of the Island of Cuba, is duly authorized to prosecute any falsification, or colorable imitation of the above stamps by law with the assistance of the Cuban Minister at Washington.

In a Class With the Melons

5c.-Rocky Ford Cigars-5c.

Delicious Flavor
Made at our Newark, N. J. Factories

We also manufacture at our several factories located at Pittsburgh, Pa. the celebrated

[Pittsburgh "FAMOUS" Stogies]

The jobber's biggest asset in the 2 for 5c. line.

Our 2 for 5c. and 3 for 5c. lines of CIGARS and STOGIES are so extensive that space does not permit mentioning

Write for full information and prices

UNION AMERICAN CIGAR COMPANY
28th and Smallman Sts. Pittsburgh, Pa.

Graham Courtney
"MILD HAVANA BLEND"
They Lead the Leaders
26 SIZES
Acker, Merrall & Condit Company
135 West 42nd Street, New York

EVARISTO HERRERA, SAN MIGUEL 85 HABANA, CUBA

Manufacturer of the celebrated Habana Cigar Brands
Flor de P. A. Estanillo
Flor del Fumar
Elite

Fifth Avenue Cigarettes
The Union Made Cigarette of Quality
Bearing Union Label
Ten cents per package of ten. Mouthpiece, Cork Tip, Plain
Live Distributors Wanted
I. B. KRINSKY
207 North 4th Street . . . BROOKLYN

The Standards of America:

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts
Strong, Salt, Sweet and Plain Scotchs

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GEORGE W. HELME CO., 111 Fifth Ave., New York

G. S. Nicholas & Co.
41 and 43 Beaver Street, New York
DIRECT IMPORTERS of the highest grades of Cigars manufactured by the
Independent Factories of Havana
all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.
Price List Mailed Upon Request.

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ROMEO Y JULIETA
RODRIGUEZ, ARGUELLES & CO.
A Success of Quality
THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD
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JUST THINK-5¢ BUYS A
LA FAMOSA
EQUAL TO ANY MILD 10¢
CIGAR
E. Kleiner & Co., Makers, New York

THE KEY WEST CIGAR FACTORY
Key West Cigar Factory
Factory No. 413, KEY WEST, FLA.
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Vuelta Abajo "Castaneda"
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Makers of
The New Bachelor Cigar
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You Need Not Worry About Your Wrappers

This Country, Fortunately, Has Produced This Year the Finest Wrapper Crops In Its History

Our Florida-Georgia Crop IS A PIPPIN

American Sumatra Tobacco Co.
131 Water Street, New York

MADE IN BOND

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

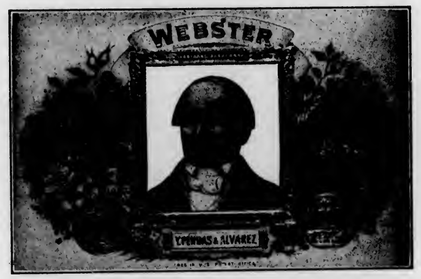
V. Guerra, Diaz & Co., Tampa, Fla.

Established 1867

Our Motto "Quality

Y. PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA.

HAVANA CUBA

Like his big 10c. brother

LITTLE WM. PENN

is "good thru and thru"

½ the size — ½ the price

A *real* little cigar

5c.

THEOBALD & OPPENHEIMER CO.,

1020 SECOND AVENUE, - NEW YORK.

BACHIAS

Havana Cigars

For Men of Means

Renowned for Uniformity

IDENTIFIED BY THE GREEN AND GOLD BAND

R. A. BACHIA & CO.

47 West Sixteenth St. New York

M. MELACHRINO & CO., Inc.

EGYPTIAN CIGARETTES

You Cannot be Mistaken if You Stock the Easiest Sold Cigarettes

M. Melachrino & Co., Inc., are purveyors and supply all the Courts, Embassies, 120 Clubs and 360 Regimental Messes throughout Europe

GRAND DEPOTS OF M. Melachrino & Co., Inc. { London, 8 Regent St., S. W. Capetown, South Africa Calcutta, 10 Government Place Alexandria, Rue Cheriff Pacha CAIRO, Head Office and Factory Hamburg, 18-20 Grosse Backerstrasse

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214-216 WEST 47th STREET, NEW YORK

THE TOBACCO WORLD

Vol. XXXIV. PHILADELPHIA AND NEW YORK, SEPTEMBER 15, 1914. No. 18.

REVIVAL OF NEW YORK JOBBING TRADE HAS WHOLESOME EFFECT

Many New Concerns Have Opened Up—Others in Prospect —Result of the Court Action Against Metropolitan Tobacco Company

(*Special to The Tobacco World.*)

NEW YORK, September 14th.

DURING recent months there has been opened in the City of New York a number of new wholesale tobacco houses, which indicates a complete revival of the jobbing trade in this city, which has been practically extinct along certain lines for several years past.

These new jobbing houses are a direct result of the recent court proceedings against the Metropolitan Tobacco Company, which resulted in the cancellation of that concern's contracts with the American Tobacco Company and its former subsidiaries. Announcements were made several months ago by Liggett & Myers Tobacco Company, P. Lorillard Company and by the American Tobacco Company, that in future the distribution of their brands would be an open one and that no particular concern would enjoy any advantage over any others who had been placed on the list of wholesale houses which were entitled to wholesale rates.

Today there are about forty distinct jobbing houses in the City of New York who are in active competition for the small trade on cigarettes, chewing and smoking tobacco and cigars, and who are recognized as jobbers by the big concerns.

Within sixty days past, THE TOBACCO WORLD has published the facts concerning the opening for several new firms who are engaged in the wholesaling of cigarettes, cigars and tobacco. Among these is the A. H. Hillman Tobacco Company down on Broome Street, who were for many years formerly in the jobbing business. In a recent talk Mr. Hillman, head of the new house, expressed himself as most optimistic about the new industry in New York City.

He stated that he could buy standard brands from the big companies on just as advantageous terms as any one in business, and that it was a matter of salesmanship only to go ahead and make a success.

The Cosmopolitan Tobacco Company is another jobbing house which has recently opened its doors on Sixth Avenue. This company, with an adequate capital, is making a strong bid for the trade. Up in the Harlem district a new wholesale concern opened up about six weeks ago.

We hear now officially that Berriman Brothers will also establish a jobbing branch to their cigar business and that they will wholesale cigarettes to their customers of approved ratings.

Such houses as Park & Tilford, Acker, Merrall & Condit, G. S. Nicholas & Company, G. W. Faber and others who have been prominent factors in cigars are now in much better shape than ever before to extensively push the cigarette and tobacco ends of their business, and the opportunity is not being overlooked.

Altogether the development of the wholesale industry in New York has had a most wholesome effect upon the trade at large and with an ever increasing outlet for all kinds of cigarettes, smoking tobacco as well as cigars, the results should be much more apparent a few months hence.

KNICKERBOCKER.

DEMOCRATIC CAUCUS AGREES ON MEASURE TO TAX TOBACCO TRADE

War Tax on Freight Abandoned—Licenses for Tobacco Manufacturers and Dealers to Raise $4,000,000—New Bill Said to Have Majority Backing in the House

(*Special to The Tobacco World.*)

WASHINGTON, D. C.

AS it was evident to both President Wilson and Representative Underwood that the freight tax was not acceptable to the party in Congress, the Democratic caucus tonight swept aside all differences and took steps for the formation of a bill that will have practically the unanimous backing of the majority in the House, abandoning the proposed freight increase.

The bill as it will be written in accordance with directions from the majority caucus is virtually the measure which was originally adopted by the Ways and Means Democrats and which was rejected by the President, except what amounts to a practical re-enactment of Schedule A of the Spanish-American stamp tax is substituted for the provision for an increase in the income tax rates and a reduction of the exempted amount of income.

The tobacco industry under the new bill will be called upon to raise $4,000,000. This sum is to be procured by a tax on licenses for tobacco manufacturers and dealers and will range from $6 to dealers in leaf tobacco doing an annual business not exceeding $50,000, to $24 on cigar dealers doing a business in excess of $200,000.

Despite the assurances of Representative Underwood that he is personally opposed to burdening the tobacco industry further, the Ways and Means Committee will be called upon to draft this new bill carrying the provisions which were agreed to in principle in the caucus.

The bill will be framed by Representative Oscar W. Underwood, Chairman of the Ways and Means Committee, within the next few days. Its terms were agreed upon at a conference with the President at the White House, at which both Mr. Underwood and Senator Simmons, Chairman of the Senate Finance Committee; Secretary McAdoo and Postmaster-General Burleson were present. The program was accepted unanimously and enthusiastically by the Democratic Representatives in their caucus.

The bill will call for an additional tax of 50 cents a barrel on beer, from which it is estimated $32,500,000 will be raised; a tax of 12 cents a gallon on dry domestic wines and 20 cents on sweet domestic wines, to bring in $8,000,000; a tax on licenses for tobacco manufacturers and dealers, to raise $4,000,000; a tax of 2 cents a gallon on gasoline, to raise $20,000,000; a special tax on bankers and brokers, to raise $5,800,000, and a stamp tax along the lines of the Spanish-American war tax on bonds, certificates, shares of stock, bills of sale, drafts, checks, mortgages, telegrams and the like, to bring in approximately $35,000,000. The total estimated revenues from these sources are $105,000,000.

CAPITOL.

A very satisfactory business in Sumatra is reported by William Quanjer, of the firm of Scheltema & Quanjer. The latter has recently been on a visit among his customers. This firm was admitted to the Leaf Tobacco Board of Trade at the last meeting of the trustees.

THE TOBACCO WORLD

ESTABLISHED 1881

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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GEO. E. GILLILAND, Wash. ..... Assistant Secretary

The Hon. Oscar W. Underwood has advised THE TOBACCO WORLD that so far as he is personally concerned, he recognizes the fact that the war in Europe has been very disastrous to the tobacco interests of the country, and that personally he is not disposed to increase their burdens by levying an additional tax.

The Time to Advertise

This is certainly good news, but still better is the report that it is not the intention of Congress to further burden the cigar and tobacco industry in any way at this time.

The prosperity of the United States is in no way threatened; but, on the other hand, industrial conditions show promise of the greatest activity in our history. Already many factories are working to capacity. This means increased trade for the retailer. There never was a better time to advertise. THE TOBACCO WORLD offers an opportunity to those manufacturers who understand the value of a good advertising medium. Advertising which builds for the future is an indestructible asset as long as it is maintained.

Now that the vacation season is over and every one has returned to their work, a consideration of the cigar industry leads to the belief that we are on the verge of a season which will surpass that of previous years.

The Busy Cigar Season

The past months of this year have been varied, indeed, but notwithstanding the unsettled state of the country, the larger manufacturers have kept up with the figures of previous years and in some instances surpassed them. The smaller manufacturers, unfortunately, have had more to contend with and therefore have not been so successful.

However, the indications now point to a splendid boom in business, and already reports from the different sections prove that the retailers are beginning to feel the increase in trade. This is not all due to the return of the vacationists, as the re-employment of labor is going steadily forward and money is a little easier.

The cigarmakers are again returning to their benches preparatory to turning out the goods for the holiday season and prospects look brighter all around.

In these times of excitement American smokers turn more and more to the soothing weed, and many dealers point to the rapid growth of their sales since the war plot has thickened.

* * *

Cigar manufacturers seem inclined to be well pleased with the proposed revision of the bill to raise additional revenue, which includes a tax on tobacco dealers to raise the sum of $4,000,000.

The Proposed Tobacco Tax

The cigar manufacturers have been willing to bear any equitable share of the deficit which the new tax proposes to make up, but they have justly opposed and protested against any legislation which would put one-third to one-half the burden on the cigar manufacturers alone.

No man in the tobacco industry will object to contributing from $6 to $24 a year toward the maintenance of the Government expenses, according to the amount of business he does. A sense of duty and of patriotism would naturally make such legislation acceptable.

It is pointed out that cigar manufacturers would have been hard hit by the proposed freight tax, and the action of the Democratic caucus last night will tend to ease their burdens.

It is easily seen that the protests of the tobacco industry have not been without results and the promptness with which the entire trade took action is a matter for congratulation. The majority of the tobacco manufacturers could not have stood the tax as originally proposed, and the fact that the situation has been avoided is due to the fact that the small manufacturer and the big one have stood shoulder to shoulder when the existence of the former was threatened.

Selak & Hoffman to Launch New Brand

The well-known cigar manufacturing firm of Selak & Hoffman, of Wilmington, Del., are preparing to launch a new brand under the title of "Havana Spear," which will be a broadleaf-wrapped, Havana-filled cigar, selling at ten cents or three for a quarter.

The "Escanaba," a nickel seller, which was launched by this firm last year, has been very successful and the firm is confident of a good demand for their new product.

Sketch of H. L. Judell & Co. Building at Exposition

THE accompanying illustration shows the artist's sketch of the building that will be occupied by H. L. Judell & Company, cigar and tobacco jobbers, of San Francisco, at the Panama-Pacific International Exposition.

The building will be located on the "Zone" and will be devoted exclusively to the sale and exhibition of cigars, cigarettes and tobacco.

The cigar in front of the building will project about twenty feet from the "Webster" head. During the day the end of the cigar will emit smoke, while at night the glass band encircling it will be lighted by electricity.

Among the brands to be particularly featured at the H. L. Judell & Company stand are the "Webster," made by Pendas & Alvarez; "Flor de Moss," made by the S. R. Moss Cigar Company, and the "Watt," a five-cent straight smoke made by Bondy & Lederer. In addition to these brands, the general jobbing line of the firm will be displayed. Nothing but the finest sizes and the best brands will be handled at the Exposition. A decision has not yet been reached as to what cigarettes and smoking tobaccos will be featured.

The H. L. Judell & Company management extends a cordial invitation to the cigar and tobacco manufacturers, as well as the wholesale and retail dealers in this line, to make the "Smoke Shop" their headquarters during the Exposition and to have mail sent in their care.

Chairman Underwood Opposed to Taxing Tobacco

The following communication was received from Chairman Underwood in reply to a letter from THE TOBACCO WORLD urging the careful consideration of submitted facts:

September 4, 1914.

"The Tobacco World,"
236 Chestnut Street,
Philadelphia, Penna.

Gentlemen:

I am in receipt of your favor of the third instant. I cannot state to you definitely what will be done by the Ways and Means Committee in writing the new revenue bill. So far as I am personally concerned, I recognize the fact that the war in Europe has been very disastrous to the tobacco interests of the country, and personally I am not disposed to increase their burdens by levying an additional tax.

Yours truly,
O. W. UNDERWOOD,
Chairman.

American Tobacco Culture in Ceylon

The British colonial office has secured the services of Mr. B. F. Scherffiers, formerly a tobacco expert in the United States, to investigate the cultivation of tobacco in Ceylon. At present the Jaffna district produces excellent crops of tobacco for native use, but the quality has never been found suitable to European tastes. It is largely used in making cigars, which are exported to British India. Mr. Scherffiers was brought out from the United States to undertake the development of the tobacco industry and the improving of its quality so that it might compete in the European markets. So far he has found the soil of the northern district admirably suited to the growing of burley and plug tobaccos, but the methods of curing are primitive. He brought seventy-two varieties of American tobacco seed, which will be tried in the Jaffna soil.—*Daily Consular Reports.*

J. H. Gallaher a Recent Visitor

J. H. Gallaher, of Gallaher's, Limited, Belfast, Ireland, was a recent visitor to the office of THE TOBACCO WORLD. Mr. Gallaher has been in this country for several weeks looking after the interests of his firm. They have tobacco plantations in Virginia and also in Kentucky. He reports conditions good, but states that they are apparently better in England than here. Mr. Gallaher sails for home on Saturday.

Mr. Gallaher's firm manufactures among other brands, Gallaher's "Park Drives," and the famous "Ten for Two Coppers" cigarettes. The firm maintains factories in Belfast and London, with depots in a dozen other cities.

"44" Cigars Please Coast Distributors

Glaser Brothers, the well-known San Francisco jobbers, state that the "44" cigar, for which they have recently secured the distribution, is making a big hit on the Coast. The firm claims that this brand has exceeded the success of any new brand that they have ever introduced. This news from the Coast upholds the reputation that the "44" cigar has made in other sections of the United States.

"Girard" Cigar Repeats Big in the West

W. W. Cowan, Western representative of the widely known house of Antonio Roig & Langsdorf, makers of the "Girard" cigar, has recently made his appearance in Los Angeles after a successful trip through the Sacramento Valley. Mr. Cowan states that the distributors have taken kindly to the "Girard" and that he has been able to forward the factory a number of handsome repeat orders on the brand.

Globe Tobacco Machinery Company Suffers Fire Loss

The fire which recently damaged the five-story brick building at the corner of Mechanic and Ward Streets, Newark, N. J., gutted the plant of the Globe Tobacco Machinery Company which had quarters in the building. The total loss to the building and the six firms occupying it was upwards of $50,000.

The Importance of Window Displays

A very important feature of the modern stage is the lighting effect. In this respect the stage and the show window are very much alike. As in the theatre a carefully prepared scene might be rendered altogether ineffective by defective lighting, so in a window a cleverly arranged display may be made altogether unsuccessful if the lighting is not arranged to show it off. In the theatre the lighting can be changed to suit the scene. In the window this cannot be so easily done. The theatrical producer can have his scenery painted, and then arrange his lighting to suit it. Few window dressers can do this, so the successful one must consider what lighting facilities he has, and arrange his display to make the best of them.

Where the window dresser has to face poor stocks his tact and initiative should be at their best, it is his work to cater for a certain class of audience with the best he has, and careful manipulation of stock, combined with a willingness to be always learning, planning, and devising will in the end win out, and good results must follow.

His window and his advertising are part of the dealer's reserve force, on which he can call to supplement the other forces which are always working in his behalf, his personal salesmanship, the location of his shop, and the public's necessity to buy such goods as he sells. The displaying of goods as it is done today by most of the professional window dressers is an art, and when the proper elements are brought together and are harmonious one with the other, the show window becomes the most powerful of all advertising mediums, for goods artistically arranged in the show window will create more sales than any other form of publicity.

The manufacturers would find it profitable to spend considerable time and money in getting up good window displays of their products. Some of them have the services of window dressers, and find that it is a profitable proposition. The small retailer who has no knowledge of window dressing would greatly benefit by these displays, for manufacturers could furnish photographs with full instructions, as is already done by some companies, and also furnish the material. This would be a real service to the retailer, and the right kind of co-operation.

How to Roll Your Own

The Tobacco Company of California are now conducting an extremely interesting advertising campaign on "Bull Durham." The plan is to have a man in the dealer's window to demonstrate the most approved method of rolling your own cigarette. This is done by eight distinct movements, as follows:

1. In the fingers of the left hand hold paper, curved, to receive the tobacco, poured with the right hand.
2. Spread the tobacco the length of the paper, making it slightly hollow in the center.
3. Then place your two thumbs next to each other in the middle of the paper.
4. Roll cigarette on lower fingers, index fingers moving up. With thumbs gently force edge of paper over the tobacco.
5. Shape the cigarette by rolling it with the thumbs, as you draw them apart.
6. Hold the cigarette in your right hand, with edge of paper slightly projecting, and——
7. With the tip of your tongue moisten the projecting edge of the paper.
8. Close ends of cigarette by twisting the paper. The cigarette is now ready to smoke.

While this demonstration is in progress a book of cigarette papers will be given free to every buyer of a package of "Bull Durham" at the manufacturers' expense.

The Tobacco Yield and Prices in Greece

The Provinces of Boeotia, Argolis and Phthiotis, are the leading tobacco-producing centers in Greece. Considerable quantities of leaf tobacco of inferior quality are exported to Belgium and the Netherlands for manufacture into cigars. Egypt is also becoming one of the principal markets. Germany, Austria and Italy are also large buyers of Greek tobacco. The tobacco sent to Egypt is used principally for mixing with Turkish tobacco, forming the blend called "Paliage egyptienne." The year 1911 was remarkable for the large production of tobacco, that harvested being valued at 13,000,000 francs ($2,509,000).

The tobacco crop of 1913 in Greece was far below that of 1912, both in quantity and quality. The decline in quality was due to the lack of rains in the spring, with excessive downpours in the fall. The diminished quantity may be ascribed to the absence of large numbers of workers, who were attached to the army. However, the women took the place of the men to some extent, and because their work was done with more care and patience, the loss was in some degree diminished. Because of the anticipated short crop active speculation took place in this commodity, and the prices were forced up some 50 per cent. over 1912. Comparative prices of crops from the principal sections for 1913, as compared with 1912, were as follows, per pound: Agrinion, 1912, 20.15 to 34.19 cents; 1913, 34.19 cents. Argos, 1912, 5.47 cents; 1913, 7.52 cents. Thessaly, 1912, 17.09 cents; 1913, 27.35 cents. Lamia, 1912, 17.09 cents; 1913, 23.93 cents.

The area under cultivation in 1912 was 38,147 acres, producing approximately 21,375,000 pounds.

Trade Jottings

Louis G. Smith & Company's headquarters on Beaver Street have recently had a fine display on "La Duse" cigars made by Corral, Wodiska y Ca.

The Huder Pharmacy, Indianapolis, recently featured splendid displays on "Savaronas," Cayey-Caguas Tobacco Company, and "San Felice," Deisel-Wemmer Company.

Tom Gaynor, Toledo, O., has taken on the "Generalidad," H. C. Nolan & Company, a ten-cent seed and Havana proposition, and reports that the same is taking well.

Rothenberg & Schloss Cigar Company, Denver, Colo., report good business on "Tadema," the well known brand of Arguelles, Lopez & Brother.

"Hoo-Hoo" and "Cuesta's Latest," both five-cent brands, manufactured by Cuesta, Rey & Company, are being shown by the Crane store at Fourth and Market Streets, Louisville, Ky.

A. H. Hansen is the latest addition to the traveling staff of Allen & Lewis, Portland. Mr. Hansen will visit interior Alaska and look after the Yukon territory. Big things are looked for from Mr. Hansen, who is to take care of the distribution of "El Sidelos."

In order to attract attention to their cigar and tobacco department, Sibley, Lindsay & Curr, located in Main Street East, Rochester, N. Y., recently made a display of cigars in a special show case in the main entrance to the company's store. It is probably the first time in the history of the firm that a display of such a nature was ever made.

INFERENCE UNFAIR SAYS M. C. PATTERSON

Trade Paper Asked for "Square Deal"—Request Promptly Granted—Interesting Facts About Anti-Coupon Bill

THE fact that M. C. Patterson, president of the Patterson Brothers Tobacco Company, of Richmond, Va., is a brother-in-law of Representative Underwood, together with the facts that the anti-coupon bill had been pigeonholed while the Patterson Brothers Tobacco Company announced that they were to introduce the use of United Profit Sharing Coupons, caused the "Novelty News" in a recent issue to put two and two together and surmised that Mr. Patterson had good reason for believing that the anti-coupon bill would never be passed, or he would not have allowed his company to make a five-year contract with the coupon company.

To this inference Mr. Patterson replied to the "Novelty News" as follows:

> I have just read your article in the August number under the caption, "Why Oscar Underwood's Brother-in-Law Adopts Premium Methods."
>
> But for the intimation that I or any one could in any way influence Mr. Underwood in his position on any legislative question—which greatly wrongs him—I would accept your article as a model of flattery to me; but in justice to Mr. Underwood I must protest against the insinuation. If any one thinks that a father, brother, sister or wife can influence Mr. Underwood against his own judgment in matters of public duty, he argues himself totally ignorant of the character of the house leader. You only flatter me to credit me with that power. Not to deny it would be acquiescing in the circulation of false impressions of my importance in the forming of national laws.
>
> Your entire article is without the first element of fact. I did not know that an anti-coupon bill was even under consideration until I saw it announced in the papers. When it was introduced I did all I could to aid its passage. When it was defeated I concluded I was not doing my stockholders right to longer nurse a personal sentiment against coupons, when I knew they were strong agencies in the acquisition of customers. Therefore, I promptly embraced the opportunity to use the United Profit Sharing Coupons, and believe they will be great business getters, and I am sure the United Profit Sharing Coupons will be highly appreciated by the public.
>
> Now relative to any tip from Mr. Underwood that the anti-coupon bill would never be revived, no doubt in making this statement you overlooked the fact that he will soon retire as chairman of the Ways and Means Committee and as leader of the House, to take his seat in the Senate, and it would only be a matter of prophecy with him as to what his successor or the next House would do with an anti-coupon bill. As much as I might value his opinion, I would not spend much money on assurances along this line. No; I adopted the coupon just as I would employ salesmen, and will take my chances with them along with others.
>
> Now, as you have paid me a great compliment at the expense of one of the most honest men ever in public life, I ask that you make this denial as prominent as you made the original statement.
>
> Yours truly,
> M. C. PATTERSON,
> President Patterson Bros. Tobacco Co., Inc.
> Makers of "Whip" and "Queed" Smoking Tobacco.

The "Novelty News" in the September issue published the above letter and replied as follows:

> We would much regret it if anybody put any wrong inference on our facetious statement of the situation. We meant no discredit or discourtesy to Mr. Underwood. In fact, we have the very highest regard for his ability, character and statesmanship—in fact, he is "The Novelty News" candidate to succeed President Wilson. Enough said.

THE TOBACCO SITUATION IN ENGLAND

Consumer Called on to Smoke as a Duty—Trade is Urged by the Government Not to Economize by Discharging Employees

THE situation regarding the tobacco industry in England while not all that could be desired is not by any means a disastrous one. There are ample supplies of leaf and the government is keeping the factories working day and night to supply the Army.

The cigar trade is not so well off and there is a shortage of money, but the trade is taking the situation coolly and the first gloomy forebodings are passing away.

The cigar imports and the pipes, pouches and holders that come from the continent can be secured from English manufacturers and there is promise of much improvement in this line of manufacture in England. It is true that much of the tobacco machinery comes from Germany, but there are a number of English firms that have taken this opportunity to introduce their own products.

The retail trade shows some improvement and the trade papers urge smoking as a duty, not a luxury, in view of the tax of approximately ninety cents a pound on raw tobacco. This tax is collected at the source, and it is pointed out that this revenue is required for the "sinews of war."

The bonded warehouses of England at present contain no less than 230,000,000 pounds of unmanufactured tobacco, enough for a two-years supply, based on the monthly average of the past seven months.

Smoking is no longer looked upon as a luxury, but a duty, and those who make presents to the expeditionary forces are urged to make it in the form of tobacco, as it not only will be a comfort to the men, but a patriotic action as well.

The Home Secretary has advised, "That it is neither desirable nor necessary in existing circumstances to dismiss any assistants, but that if economies in the carrying on of business are necessary, they should be met by other means."

The British cigar industry, in order to minimize unemployment, have made representations to the Chancellor of the Exchequer requesting "that a drawback may be credited to manufacturers on cigars deposited in bonded warehouses or approved room, such credit to be used for duty payments as required."

War has shown that the troops smoke more during active service than in the barracks. When a small body of troops has moved into a town the butcher and baker are generally prepared, but the tobacconists are often the cause of a famine.

Price of Tin May Help Wooden Cigar Box Trade

REGARDING the situation in regard to the tin market and its effect on the wooden cigar box trade, a writer in "Packages" has the following to say:

"While disturbance and disorder is general everywhere because of the European war there is coming out of the turmoil what looks like a good chance for cigar box manufacturers to benefit and to gain some additions to their trade for quite a while at least. This chance is in the fact that tin has practically doubled in price.

"Do you see the chance from this? Do you realize that tin and the tin box has cut into the wooden cigar box business considerably in many quarters and has supplied the material for making smoking tobacco boxes that might be made of wood, and perhaps will be used of wood with the price of tin higher so that the wooden box can be made in competition?

"A press bulletin of the United States Geological Survey says that the outbreak of the European war has caused the New York price of tin to rise to 65 cents per pound, although in the latter part of July tin was sold as low as 30.5 cents per pound.

"The reason for this is that while we make some tin in this country the larger part of our tin is imported. We imported annually about $40,000,000 worth of tin, and it is the interference with this trade which is causing the price of tin to soar. The bulk of our tin comes from England and lots of the tin ore for England smelters comes from Bolivia. In the course of time there will likely be established more tin smelters in this country and the situation will be relieved somewhat. Yet it is not likely that the price of tin will go down to where it was again soon unless the war should terminate suddenly and the smelter activities in England be resumed.

"Meantime this gives the cigar box man his opportunity to furnish wooden cigar boxes in place of so many of the tin cans that have been used the past few years in which to pack cigars to the detriment of the wooden box trade. Just how much of a factor this will prove to be remains to be seen. It is evident, however, that it will be quite an item and that the cigar box manufacturers will find themselves making more wooden packages for the cigar manufacturers.

"That is not all of it, either, for there is a chance to make some of the cheaper boxes for packing smoking tobacco. There is to be found right along one type of wooden box in among the many tin boxes and glass jars of the smoking tobacco trade. It is a half-pound wooden box used for packing the 'Seal of North Carolina.' Looking through the tobacco stores the writer has found that this is one wooden box among dozens of tin boxes used to hold about the same quantity of smoking tobacco. The wooden box is made of poplar and is pretty closely patterned after the cheaper cigar boxes. With the price of tin practically doubled it should be possible to meet the competition of the tin box and establish a trade in quite a number of wooden boxes for packing smoking tobacco. If this can be done it will add quite extensively to the work of the cigar box manufacturer. The chances for it to be done look good enough too, that it is worth going after and having a try at.

"Taking the situation all around the chances look mighty good for the cigar box men to regain a lot of the lost trade they have been grieving over for some time, and to do even more than that, to gain a trade in smoking tobacco boxes that they have never held heretofore. Think it over, then go talk it over not only with the cigar manufacturers, but also with the heads of the institution making smoking tobacco. There is a chance to do something, to get into the game with some of the old time vim and to develop a volume of trade that will put the cigar box business on the sunny side of boom days again. Roll up your sleeves and go to it."

The Crop Estimate

The estimated tobacco crop of the United States, as reported by the Bureau of Crop Estimates (formerly Bureau of Statistics), under date of September 8, 1914, as of September 1st, shows a much larger total than was predicted on August 1st, with the condition also highly augmented.

The September 1st forecast for the United States gives the total tobacco production at 862,000,000 pounds, compared with 791,000,000 pounds on August 1st, and 953,734,000 pounds the final estimate for 1913. This is an increase of 9 per cent. over the estimate of a month ago, and shows the wonderful growth which tobacco experienced after the breaking of the long drought. The condition, as of September 1st, was 71.4 per cent. of a normal, compared with 66.5 per cent. last month, 75.4 last year, and 80.6 the ten-year average. The indicated yield per acre was put at 729 pounds, contrasted with 815.1 pounds for the five-year average.

Gallaher's Limited Start Shipments Again

The European war has caused all tobacco dealers to cease shipments to foreign countries, although the Gallaher, Limited, began on Friday with a shipment of 1,000 hogsheads from Providence, Princeton, Henderson and Owensboro, to its main factory in Belfast Ireland. The tobacco is heavily insured and is needed at once by the firm. The tobacco will be loaded on English ships at Newport News, Va.

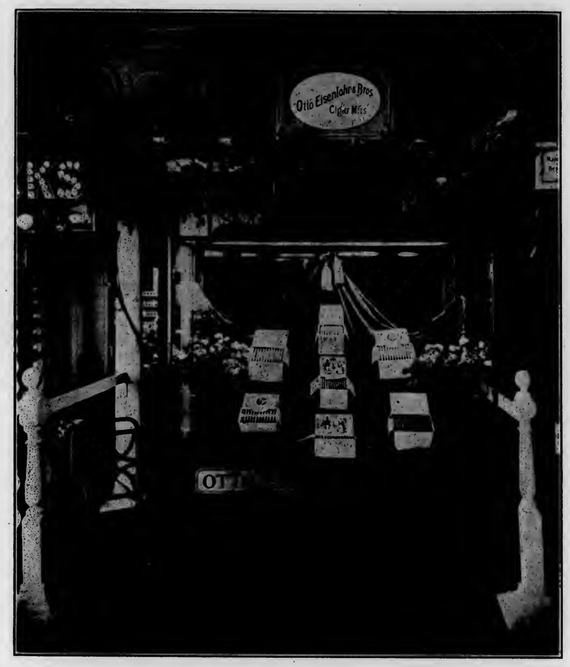
Boy Scouts Get Cigars for the Dutch

Reports received from Amsterdam, Holland, under date of September 6th, state that the Dutch army believes it may rightfully boast of being the best-equipped army in Europe, so far as smoking comforts go. The boy scouts, during the first days of mobilization, went all over the city of Amsterdam with barrows, gathering cigars for the soldiers. The total was too big to count, but within two hours one day more than 20,000 cigars were gathered. Passers-by emptied their cigar cases, dealers presented full boxes and non-smokers contributed money for the purchase of cigars. All along the frontier the sentinels may now be seen comfortably puffing away at these cigars.

Tobacco Conditions in Italy

Tobacco growing in Italy is permitted only by special license, and is under the control of the excise office. The plantations in this district are along the Brenta River near Bassano, where on an area of 1000 acres about 14,000,000 plants are under cultivation. The yield averages 1700 pounds, giving a return of $100 per acre to the grower. The leaves of the plants are counted, and, when matured and dried, have to be delivered to the officials at Carpene.

Snuff and cheap cigars, called "cheroots," are made by a factory in Venice that employs a large force of girls.



Eisenlohr Brands Shown at Druggists' Convention

The brands shown in this exhibit are "Cinco" (Londres, Conchas and Panetelas shapes), "Henrietta" (Perfecto) and "El Purano" (Regalia).

This display was made at the Bellevue-Stratford, Philadelphia, August 17-21, 1914, during the Convention of The National Association of Retail Druggists.

The "Cinco" cigar, which is strictly hand made, has the largest sale of any brand in the United States, and is constantly growing in popularity.

The factories of Otto Eisenlohr & Brothers, in which the above-mentioned brands are made, are reputed to be as near perfect as possible, in regard to cleanliness, sanitary conditions generally, and the comfort of the employees, under which surroundings, a uniform, clean and hygienic cigar is produced.

Fargo Jobbing House Prospers

Reineke & McKone, one of the biggest wholesale cigar, tobacco and pipe jobbers in North Dakota, with head offices at Fargo, report business good with prospects of a heavy fall and winter trade.

This firm covers all of North Dakota, Eastern Montana and Western Minnesota.

The firm's leading brands are: "Nestor," "Famabella," "R. B.," "Bachelor" and "San Felice."

This business was established in 1900 under the firm name of Ferris, Grady & Reineke, being succeeded by Reineke & McKone in 1910. Besides its big business, the firm operates the Broadway Cigar Store on Broadway, the Othman Cigar Store on N. P. Avenue, the Nestor Cigar Store and bowling alleys on First Avenue north and the Waldorf cigar stand at the Waldorf Hotel. All these are located in Fargo.

C. H. Reineke and J. F. McKone are the firm members. The former has lived in Fargo for thirty years, while the latter has been in the Gate City since 1900. They are progressive business men and successful because they are boosters and live-wires.

P. Lorillard Company Buys New Sites

Thomas J. Maloney, president of the P. Lorillard Company, has purchased from the Enes Richardson estate forty lots in the Marion section of Jersey City, situate as follows: Five in the south side of Railroad Avenue, three in the east side of Herman Avenue, five at the southwest corner of Broadway and Whittier Avenue, twelve in the west side of Whittier Avenue, five at the southwest corner of Broadway and Freeman Avenue and ten in the west side of Freeman Avenue near Broadway.

Holton to Enter Leaf Business

John Holton, who has represented the American Cigar Company at its Stoughton, Wis., leaf branch from its inception to the time of closing last week, has leased the warehouse used by his former employers, and under the name of the Holton Leaf Tobacco Company will engage as an independent dealer in the business, to which he has already devoted many years, and with which he is so thoroughly familiar. He will be in the field as a buyer of this year's crop, and his long experience and fair dealings as the representative of the big New York corporation will form an asset that should go far to assure the success of the enterprise upon which he has embarked.

Canton Dealer in Bankruptcy

Mier E. Loeb, cigar dealer of 222 Walnut Avenue, Canton, O., has filed a petition in bankruptcy in the United States District Court at Cleveland. The papers were received by Referee McCarthy, before whom the first hearing of the case came up on August 29th. According to Loeb's petition his liabilities are fixed at $6336.75. He sets forth his assets at $15,900, but of this amount $12,000 is in insurance policies. Attorney Jos. M. Blake was appointed receiver.

Many Cigars for German Army

A newspaper in Berlin recently printed the following dispatch from the Crown Prince:

"Please collect great quantities of tobacco and cigars for the men of my army and get them here as quickly as possible."

Among the goods demanded by the German army for the non-occupation of Ghent by them was 100,000 cigars.

Key West

Cigarmakers Observe Labor Day—Leopold Wolf Dead in New York— E. H. Gato Cigar Company Busy

KEY WEST, FLA., September 10.

LABOR DAY was more than usually observed here on Monday, and all the operatives of the cigar factories who recently became members of the union took a conspicuous part. Managers of these shops intended to work, but they were notified last week that it would be a waste of time for them to prepare material for the cigarmakers on that day as they would not show up.

There was a street parade with a band of music in the morning over the principal streets of the city. Addresses were made at the Louis Pavilion by Mayor Joseph N. Fogarty, Cuban Consul A. D. Carrasco, José de la Campo, of Tampa strike fame, and the heads of the labor organizations.

The workmen at the Havana-American Company's factory went out on a strike last week, demanding an increase of $2 per thousand on a certain size. After the loss of about three days the operatives decided to return to work at the old price of $19 per thousand, instead of the $21 demanded by them.

C. L. Poston and W. D. Tanksley, of the American Tobacco Company, who had been spending several days in the city boosting the "Sovereign" brand of cigarettes, left last week for Jacksonville, Fla., after a very successful campaign.

Chas. Wardlow, son of President John Wardlow, of the Ruy Lopez Company, who has been enjoying a short vacation trip to the North, returned on Saturday's Mallory steamer from New York. He was accompanied by H. G. Seagroatt, of Tampa, Fla., who will spend several days this week in the city as Mr. Wardlow's guest. At the factory business is in excellent shape and additions to the force of workmen on finer sizes are constantly being made.

José Lovera, of the José Lovera Company, of Tampa, Fla., passed through town last week being en route to Havana. Val M. Antuono, Morris Bustillo, of Bustillo Brothers & Diaz; Frank R. Diaz, of Guerra, Diaz & Company; Fecundo Arguelles, of Arguelles, Lopez & Brother; Alfredo Pendas, of M. A. Gunst & Company; José Lozano, of Y. Pendas & Alvarez; Manuel Sandrez, of Berriman Brothers, and Angel Cuesta, of Cuesta, Rey & Company, were also through passengers between this port and Havana recently.

The opening of the tourists' season this year will find the Over Sea Hotel greatly improved and in a better position than ever to cater to their guests. This hostelry is modern and up-to-date in every respect and was opened for the first time last year.

Messrs. Louis Martinez, senior and junior, arrived from Cuba last week, and after spending a few days at the factory the two gentlemen left for New York on Saturday evening.

President Martinez, of the Martinez-Havana Company, will spend a couple of weeks at the firm's Northern office, while Luis, Jr., will enter a prominent New York commercial school and take a thorough course.

A cablegram received on Monday morning announced the death at New York of Leopold Wolf, brother of the late Sam J. Wolf, one of the pioneer cigar manufacturers of Key West. He is survived in this city by Charles, Sam J. and Julius Wolf, nephews, to whom the sympathy of the entire trade is extended.

At the big factory of the E. H. Gato Cigar Company, orders by wire and mail are increasing and both main building and annex are being utilized. A pleasure party composed of Secretary Thomas H. and Eduardo H. Gato, 3rd, Dr. E. Rodriguez and A. Martinez, left on Saturday night for a short visit to the East Coast.

Norberg Thompson, vice-president and general manager of the Key West Cigar Box Company, left on Saturday for a business trip to New York City.

The new factory building of Moreda & Company is fast nearing completion, and if nothing unforeseen happens will be ready for occupancy very early in the coming month. J. H. McFall, auditor of the company, was in town recently going over the books. W. B. Bauman has superseded Teddy Bayly as office manager.

Advices received at the factory office from Francisco Fleitas, now in the North, state that he has started the campaign in the interest of "Homerica," the S. & F. Fleitas popular brand, and that he was sanguine as to the outcome. During the absence of Francisco Fleitas, the factory is under the management of President Segundo Fleitas.

Tobacco Statement.

Importations of Havana leaf tobacco in hand for two weeks ending September 8, 1914, 294 bales
Withdrawals, 734 "

INGLACITA.

Cigar Shipments for Two Weeks Ending September 10th, Via Mallory Steamship Line to New York, Mobile, Galveston and the East and West Coasts of Florida.

	Cases
S. Bachman & Co., San Francisco	34
Valloft & Dreux, New Orleans, La.,	10
U. Koen & Co., New Orleans, La.,	4
Pacific Cig. Co., San Francisco, Cal.,	19
Fred Barman & Bro., Los Angeles,	6
M. A. Gunst & Co., San Francisco,	7
Cortez Cigar Co., Savannah, Ga.,	28
Johnny J. Jones, Phila., Pa.	2
Oberholtz & Poinsett, Kansas City,	2
D. Nicholson Groc. Co., St. Louis,	2
Lamar, Taylor & Riley Drug Co., Macon, Ga.	3
Met. Cigar Co., Denver, Col.	3
C. B. Laurenson, Butte, Mont.	10
Lilly, Dungan & Co., Balto., Md.,	4
Lamar & Rankin, Atlanta, Ga.	3
Grathwol Cig. Co., Minneapolis	2
E. F. Beale & Sons, Norfolk, Va.	2
J. S. Pinkussohn Cigar Co., Savannah, Ga.	2
Reinike & McKenzie, Fargo, N. Dak.,	2
M. A. Gunst & Co., Seattle, Wash.,	2
Geo. G. Edloff, Dallas, Texas,	2
Rothenberg & Schloss Co., Denver,	2
E. J. Rose & Co., Tacoma, Wash.	2
Jas. McCord Co., Ft. Worth, Texas,	2
Capital City Tob. Co., Atlanta, Ga.,	4
Old Dom. Tob. Co., Norfolk, Va.,	4
Hart Cigar Co., Portland, Ore.	6
Met. Cigar Co., Denver, Col.	2
Park & Tilford, New York	32
M. J. Dalton Co., Phila., Pa.	2
Jenkinson Co., Pittsburgh, Pa.	2
E. H. Gato Cigar Co., N. Y. City,	12
United Cig. St. Co., N. Y. City	18
Martinez-Havana Co., N. Y. City,	7
Godfrey S. Mahn, N. Y. City	3
Met. Cigar Co., N. Y. City	2
Acker, Merrall & Condit Co., N. Y.,	2
Lowden & Co., N. Y. City	2
Jos. Whitcomb & Co., Spgfld., Mass.,	2
Godfrey S. Mahn, Phila., Pa.	10
Godfrey S. Mahn, N. Y. City	2
Havana-Amer. Co., N. Y. City	2
Lowden & Co., N. Y. City	2
Gwynne, Straus & Co., N. Y. City,	2
Duncan & Morehead, Phila., Pa.,	2
Smith, Kline & French, Phila., Pa.,	2
Park & Tilford, N. Y. City	32
E. H. Gato Cigar Co., N. Y. City	15
United Cig. St. Co., N. Y. City	16
Martinez-Havana Co., N. Y. City	9
Geo. W. Nichols & Co., N. Y. City,	9

Americans Smoking More During War Times

The war in Europe is causing a psychological booming in at least one line of business, and not a psychological depression. Men are smoking more than they did before the war began and they are smoking because of a psychological reason, according to retail dealers in tobacco in this city. The great nervous excitement under which the American people are laboring as a result of the war causes them to need some mental sedative and this sedative is furnished by tobacco in all its forms, but particularly in cigars, cigarettes and pipes. When a man picks up his paper and reads therein of the struggle in Europe, he becomes excited and must have recourse to his "jimmy pipe," or his cigarette or his perfecto, according to the size of his pay envelope, in order to calm himself, and to be able to discuss with his neighbors in a judicious manner just what the latest war movement does not mean.

The disappearance of the pay envelope entirely, a phenomenon which is not psychological, according to some people, is also a cause of the increased consumption of tobacco, the dealers say. When a man is out of work he always smokes more than he would if he were working. Having nothing else to do except sit in an easy chair or on a park bench and point out the great mistakes which the commanders of the European armies are making, the pouch or the case soon becomes low and another visit must be made to the tobacco store in order to lay in a fresh supply of incense to burn before the shrine of My Lady Nicotine.

For these two reasons the consumption of tobacco has increased greatly during the past four weeks.

PHILADELPHIA.

"All Alike" Cigars Now in Tins

THE departure made some months ago by the J. F. Portuondo Cigar Manufacturing Company, 1110 Sansom Street, when they began packing certain brands in tins, has created such a demand for similar packings that this firm are now packing their "All Alike" cigars in tin packages.

The jobbers throughout the Western and Southwestern territory presented such a firm request that the "All Alike" in Londres shape was placed in the new package as soon as it was possible.

The brand which was first packed in tin was the "Chicos" and this was accomplished to cater to the jobbers and distributors throughout upper New York and adjacent territory.

Mitchell, Fletcher & Company to Handle "Regreso" Cigars

Announcement has just been made that Mitchell, Fletcher & Company will handle the "Regreso" cigars, made by Corral, Wodiska y Ca., Tampa, Fla.

For the present six sizes, ranging in price from $9 to $12, will be carried, and other sizes and prices will be added as soon as conditions warrant.

In addition to being sold over the counters of their several stores, Mitchell, Fletcher & Company will feature these goods in their catalogue, and every indication points towards a wide distribution through this medium, and a good share of holiday business should accrue to this well known line.

Good Outlook for Sanchez y Haya

Harry Moulsdale, of the Sanchez & Haya Company, was in Philadelphia last week, and is optimistic over the outlook for fall and winter business on the product of Factory No. 1, Tampa, Fla.

Since the bonding of the factory some months ago, the distribution has increased in a satisfactory manner, and additional territory is being developed as rapidly as circumstances will permit.

Lithograph Salesman Finds Business Good

Henry Harrison, representing Kaufman, Pasbach & Voice, the widely known lithographing house, was among the visitors in Philadelphia this week. Although new on the territory, Mr. Harrison states that he has been well received and that he has been agreeably surprised by the size and number of his orders. He also states that the war has stimulated the business of his house appreciably and that he believes a new era is dawning for American lithographers.

Philadelphia Notes

W. C. Saunders, of the Cortez Factory, spent some time in Philadelphia last week.

Jobbers and retailers are beginning to talk about "Cigar Day," and it looks as if the trade will make a big thing of it.

"Pera" cigarettes recently occupied one of the windows on the Chestnut Street side of the Showell & Fryer store. This brand is forging to the front on merit.

Robert E. Lane, Jr., was a recent visitor in the city. Mr. Lane reports that "Partagas" cigars are in heavy demand in the "Quaker City."

The Dalton store at Fifth and Chestnut Streets has had a good display on the "Adelina Patti" brand, manufactured by the Jose Lovera Company.

W. B. Houston, of Faber & Company, with headquarters in New York City, spent several days among the local dealers last week.

E. G. Walthall, Western representative for the El Draco Cigar Company, left last week on a trip through Ohio and Michigan. He is carrying a full line of the "Stratford" sizes. At the factory business is reported as being good on this brand.

C. W. Hesselbacher Resigns

C. W. Hesselbacher, for more than thirty years connected with the Philadelphia branch of Theobald & Oppenheimer Company, has resigned his position as office manager, the same taking effect September 3rd. Mr. Hesselbacher entered the employ of the firm in 1884 and during late years was associated with John T. Dee in the office management. Mr. Dee resigned in January.

"Fancy Tales" Is New "El Palencia" Size

"Fancy Tales," a new seven-inch size of the "El Palencia" cigar, made by Boltz, Clymer & Company, retailing at twenty-five cents, has recently been placed on the market. This new size has just reached the Pacific Coast, where it is creating much favorable comment, and the salesmen report that they are securing some splendid orders for the factory.

Chicago

Calabash Pipes Gaining in Popularity—Newmann & Gach Continue Fight Against Increased Taxation—Berriman Brothers Campaigning on "Jose Vila"

CHICAGO, September 10.

MOST of the factories are running full force while the jobbers, after completing a summer which was satisfactory on the whole, are feeling already the advance orders for the holiday trade. Retailers are doing a good business, for the weather the past two weeks has been cool and of a variety which tends to stimulate the desire for the weed. Many picturesque window displays grace the stores of the city, especially in the Loop district. The retailers who conduct stands in the lobbies of the great office buildings are glad to state that most of the old customers have returned from vacations. Many of these dealers received orders from customers while they were away on vacations, such favors coming mostly from "one brand" fiends who believe that there is one good cigar in the world and that all others are cabbage.

Best & Russell had a fine display in the north window of their establishment in Wabash Avenue on "Robert Burns." The entire window was filled with opened boxes, heaped one on the other in the form of a terrace. The color combination of the rest of the window helped out the well-known label colors of that cigar.

The Monroe Cigar Store was another Loop concern with a good window this week. The company is featuring "La Verdad" cigar, one of the best Havana sellers of the fine line of the firm.

George A. Renaud, secretary of the Monroe Cigar Company, has returned from a two-weeks' vacation in Northern Wisconsin. George has something of a reputation as a fisherman, but this time he had poor luck. He declares that he went too late in the season. Last year he caught a monster muskellunge, which he had stuffed and placed in the window of the store as proof to the doubting. He is bewailing his poor luck this year and says he cannot understand it unless it is because other cigar men who went up earlier in the season pulled so many fish out of the water that none were left for him.

Now that the holiday trade is not far away, pipes have come into the limelight. There have been some fine displays around the city. All kinds are featured, from meerschaum to "Missouri meerschaum," or corncob. Calabash pipes are very popular. The crusade in their favor is being led by the younger set in the city. The seniors of a large high school on the south side of the city adopted them before the close of school last year, and they have been growing in favor all summer. Many window displays containing nothing but calabashes have appeared on the south side as a result of this initial movement in favor of that variety.

H. M. Schermerhorn, who was successful in securing the cigar and tobacco privileges in the new Continental and Commercial National Bank, will doubtless notice an increase in his business which has been booming since the day he opened. The bank itself moves into the new home this week. Along with the bank will come many other dependent and related concerns. It is understood that all of the entire space in the building, which is said to be the largest of the kind in the world, has been contracted for.

The announcement was made this week that Best & Russell will open a new store at Jackson Boulevard and La Salle Street, which has long been regarded by cigar men as one of the best corners in the Loop district. The building has been undergoing a series of alterations, which has more or less delayed the company in getting the doors open.

That the retail cigar trade of the city is by no means sick is evidenced by another new store which has opened. This is the one established as a branch by C. H. Stevenson, who has long conducted a big store at 610 South Dearborn Street. The new store is in the Loop district at 57 East Jackson Boulevard. The space is small but the location is a good one and under the able management of J. R. Isett, ought to prove a great success.

Newmann & Gach, prominent leaf tobacco dealers of the city, are leading the fight which is being made by the local trade against the proposed increased taxation on cigars. Instead of confining their efforts to talk, this enterprising company has sent out a series of blanks to country dealers on which is printed a neat and respectful protest against the proposed measure. The dealers are asked to sign them up and send them to Washington, where they will be presented to Congress. Several thousand have already been sent out and others will follow. Newmann & Gach deserve the warm commendation of the trade in the effort which they are making to prevent this threatened blow.

The Flor de Cuba Tobacco Company has incorporated for $5000, and will conduct a business in cigars, cigarettes and tobacco. John Rudak, Frank S. Koranck and Frank Grabinski are the incorporators. All have had some experience in the cigar business. The company is a retail concern. A location on the northwest side of the city will be taken, it is understood.

Taylor's Cigar Store was damaged by a fire which for a time threatened the entire block on Milwaukee Avenue last week. The fire started in a furniture store next to the cigar store. The flames spread to the cigar store and only the arrival of the firemen saved the entire stock from destruction. Water did a great deal of damage to stock, however.

Frank P. Lewin, of the Frank P. Lewin Cigar Company, Peoria, was in the city one day last week. He announced that at a recent meeting of the board of directors the number had been increased from five to six. Mr. Lewin said that business was fine with his company, and that things in general were "looking up" in his part of the state.

Anton Krog, who will be remembered by the older members of the trade as one of the pioneer cigar manufacturers of this city, died last week.

Edward Kirsch, manager of the retail cigar store of Grommes & Elston, 83 West Randolph Street, is spending his vacation in the wilds of Canada with rod and reel. He is expected back in the city next week.

The large factory of Grommes & Elston is beginning to get busy on the northwest side. The fall rush of orders in now being felt. "Ben Bey" continues a popular seller in all sizes.

Berriman Brothers are making a city-wide campaign on "Jose Vila" cigars, and are meeting with much success. They have installed some fine window displays in the residence district stores. One of the main efforts of the company has been to make the cigar popular in the small outlying stores as well as the larger ones downtown.

Leaf men declare that the situation is fine, with good collections and brisk orders.

"The manufacturers are beginning to lay in stock now for the holiday trade," said William Taussig, of the well-known leaf firm of Taussig & Company, "and this has caused more than the usual amount of bustle in leaf circles. I do not believe the manufacturers of the country are alarmed over the war. I know we are not. We are in a position to supply our customers with good goods at the right price all the time, now as well as in the past."

G. W. WHITCOMB.

NEW YORK

P. A. Becker to Protect His Patents

FOLLOWING up his several warnings to the manufacturers of glass cigar box lids which it is claimed infringe his patents, P. A. Becker, of the P. A. Becker Company, the widely known inventor of the All Glass Cigar Box Lid, as well as many other styles and devices for the display and protection of cigars in conjunction with a glass covering, announces elsewhere in THE TOBACCO WORLD that he is now prepared to defend his patents and the interests of his clients by due process of law.

As the rightful owner of Patents Nos. 667,815, 714,855, 947,739, 1,079,466, 1,080,883, 1,094,193 and 1,107,643 together with many others allowed and pending, Mr. Becker states that he is prepared to settle the question of the original inventor and rightful owner. Some of Mr. Becker's newer inventions have not yet been put on the market, but a representative of THE TOBACCO WORLD has seen several of them that will no doubt create a sensation when they are offered to the trade.

Mr. Becker has been for the past sixteen years creating and manufacturing endless devices for the improvement of the cigar business, and the fact that he now feels called upon to establish his claim as the original inventor of more than thirty devices is proof of the success of his products.

In announcing the preparation of suits against alleged infringers, Mr. Becker states that he is prepared to fully defend the interests of his customers who have found the Becker devices superior for their uses.

Ess-En-Cee Company Retires from Business

The Ess-En-Cee Company, Inc., of New York City, manufacturers of Turkish and Egyptian cigarettes and jobbers of high-grade imported cigars, has decided to wind up its affairs and retire from business. The company's leading cigarette was named after the firm, and it was their intention to put a new brand on the market to be known as the "Forty-Seven," preparations for the launching of which were almost complete. The general sales manager had even gone so far as to book several large orders for the brand, when a disagreement among the stockholders occurred which resulted in the discontinuance of the business.

Heavy Call for American Sumatra

President Julius Lichtenstein and his aides, of the American Sumatra Tobacco Company, are very busy these days since their samples have arrived. The quality of the yield this year has been beyond expectations and the samples have brought a large number of buyers to 131 Water Street. The firm reports business excellent.

Ed Wodiska Back From War Scenes

Among the recently returned travelers from Europe is Ed Wodiska, of the firm of Corral, Wodiska y Ca, well-known manufacturers of Tampa, Fla.

Mr. Wodiska says that he suffered little inconvenience in getting out of Europe, although he had limited quarters on the steamer coming home.

E. Berger Visits New York

EMIL BERGER, the secretary and general manager of the Tampa-Cuba Cigar Company, accompanied by his wife and son, spent a week in New York and left here for Tampa on September 6th.

Mr. Berger has been in attendance at the National Retail Drug Convention, which was held in Philadelphia recently, and his company, together with Otto Eisenlohr & Brother, had a cigar exhibit at the convention.

The business of the Tampa-Cuba Company is growing tremendously and Mr. Berger says that it is only a question of a very short time when they must have a much larger factory in Tampa.

F. S. Powell Now Has Novelty Line

F. S. Powell who has been for some years in the cigarette business and more recently with Condax, is now handling the novelty line of the E. T. Gilbert Manufacturing Company, of Rochester, N. Y., and has opened a number of fine accounts for them on their pipe cleaners and other specialties. Mr. Powell's headquarters in New York are at 395 Fort Washington Avenue.

M. W. Berriman Back in New York

Matthew W. Berriman, honorary president of the National Cigar Day Association, of the firm of Berriman Brothers, is back from a short trip to Tampa and Cuba. While in Havana Mr. Berriman made purchases of some high-grade leaf.

M. Melachrino to Get More Turkish Tobacco

In order to make more room for the storing of further supplies in the leaf warehouses in Cavalla, some 1500 bales fine Turkish leaf will be sent forward soon to the M. Melachrino & Company factory in New York.

Moritz Neuberger a Volunteer

of fine Turkish leaf will be sent forward soon to the M. Melberger, of the Heinrich Neuberger and the Griffin-Neuberger Tobacco Company, who was in Germany at the outbreak of the war, has volunteered for service. It is recalled that at the time of Mr. Neuberger's resignation from the German army three years ago he was a captain in the reserves. Just what branch of the service he is now in is not known.

Robert E. Lane is now en route to the Pacific Coast with his new line of "Partagas" samples. He was a recent visitor in the twin cities.

Washington Cigar Company Formed

Articles of incorporation have been filed recently at Albany, N. Y., for the Washington Cigar Company, of New York, who will make cigars, with an authorized capital of $5000. The parties in interest are F. Slutsky and two attorneys, A. D. Levin and Maurice Steiner, whose offices are located at 35 Nassau Street, New York.

Detroit

Detroit Cigar Manufacturers Prospering—"San Telmo" Exhibit a Hit at the State Fair—G. A. R. Week Boosts Retail Cigar Sales

DETROIT, MICH., September 9.

THERE is an old saying that "Self-Preservation is the First Law of Nature." And so it is with Detroit and its cigar industry. That the Detroit cigar manufacturers are enjoying greater prosperity than they ever have and that all talk of business being on the decline is without foundation, is easily proven by a careful glance at these figures which are official, having come from the office of the Internal Revenue Collector: In August, Detroit produced 27,071,333 cigars, in comparison with 26,593,310 for the same month in 1913. This means that the amount paid to the Internal Revenue Office was $81,214, in comparison with $79,779.93 paid last year. Detroit paid for tobacco $222,562.40, as compared with $196,159.82 in 1913 for the same month, which represents in pounds 2,782,030, as compared with 2,326,997.

Detroit cigar manufacturers really feel proud of this excellent production because it clearly demonstrates the increased demand for Detroit-made goods. Predictions are that September will also be a big month, judging from the large orders now on hand.

Another thing that makes our local manufacturers feel good is the fact that the increase in the internal revenue tax in all probability will not be applied to the cigar industry.

Card Garrison, sales manager of the Banner Cigar Company, states that the moving of the factory from the present location on Randolph Street to the new building on Warren Avenue, East, has been postponed until the latter part of the month or the first of October.

A local paper in commenting on the marriage of Walter A. Reindel, of the Liggett & Meyers staff, in Michigan, said: "The wedding ceremony of Walter A. Reindel and Miss Rhea Dunn was held August 25th. Immediately after the ceremony the bridal party went to the home of the bride's brother-in-law, where an elaborate wedding breakfast was served. There were fifty-two guests present, numbering only near relatives and a few close friends. Mr. and Mrs. Reindel left on the Buffalo boat for a trip East. On their return the young couple will make their home in Lansing, Mich."

The police department are looking for a clerk who disappeared with over $100 belonging to Bert Engle, who conducts a cigar store at 21 Campus Martius.

We had some visitors from out of town the past ten days of leading cigar retailers, among them being John Stander, proprietor of the Morton House cigar stand in Grand Rapids, and Charlie Fields, of Sault Ste. Marie. Both were here for a few days and called at some of the local stores and got better acquainted.

The Annual Michigan State Fair took place at the Detroit Fair Grounds from September 7th to 18th and was the usual success. The San Telmo Cigar Manufacturing Company had a very novel and interesting exhibition at the fair, conducting the same in the Main Exhibition Building. A very large space was contracted for by this concern and in it they operated a small-sized cigar factory, showing exactly how "Pastora" cigars were made from beginning to end. About twenty-five employees were taken from the main factory on Forest Avenue and put in the State Fair booth. The exhibition was one of the best attractions in the Main Building and from early morning until the gates closed was viewed by many hundreds of people.

Leander Harris, Frank H. Forrest, Ralph E. Watkins are the holders of stock in the reorganized E. M. Harris Cigar Company, which has been in business for over thirty years in Detroit, operating a retail cigar store. The amount of the capital stock is $20,000, with Mr. Harris being the largest individual stockholder. The purpose of incorporating is to take care of the growth of the company's business. Mr. Harris with his associates does not intend to "stand still." Instead, he will push the business harder than he ever has. He is getting ready to move into his elegant new store in the David Whitney Arcade, located at Woodward Avenue and Grand Circus Park, which is being erected at a cost of over $2,000,000.

C. J. Holton, the Adams Avenue retailer and wholesaler of cigars and tobacco, is back from a ten-days' visit in New York on business.

Charles Gauss, the Grand River Avenue jobber, was recently East on business also.

From August 31st to September 5th Detroit celebrated the Forty-eighth Annual Reunion of the G. A. R. Association. It brought over 20,000 Civil War Veterans to our city, as well as many of their relatives and friends. Every hotel and rooming house was crowded with the soldiers; every public building, and those of mercantile firms, and many private homes, were decorated in patriotic colors for the entire week; the downtown district never took on a more gay appearance. At night the city was bathed in electric lights. It was a grand sight and will probably never be equalled in this city. Every cigar store did above the average business. The old soldiers were good patrons and bought freely; in addition, there was a lot of trade from local people. Everybody wanted to be on the streets and watch the crowd, and, of course, many of them unexpectedly drifted into the cigar stores.

The Central Cigar Company has opened another store in the building at the corner of Shelby Street and Lafayette Boulevard, the major portion of which is occupied by the Orpheum Theatre. The fixtures are of the very latest design and the store in every particular is as up-to-date as any one could wish for. A full line of cigars, cigarettes and tobacco are carried in stock, including the leading periodicals. The location is a fine one, being just on the way to the Postoffice, and is passed by many thousands of people every hour of the day.

We are glad to report that Harley Davidson has been appointed as assistant to Fred Childs, who has charge of Detroit for the Best & Russell Company, of Chicago. Mr. Davidson will also call on the city dealers, and help boost the Best & Russell brands, among them being "Robert Burns" and the "Owl" cigars. Mr. Davidson was at one time manager of the cigar stand at the Wenonah Hotel in Bay City, and up to a year ago was manager of the Hotel Cadillac cigar stand in this city.

A cigar factory has been started in Cheboygan, Mich., by Mr. Herbert Taunt.

An up-to-date cigar store has been opened in the Addison Theatre Building on Woodward Avenue, near Watson. It is operated under the name of the Addison Smoke Shop, and is directly opposite the Addison Hotel.

Jacob Mack has been appointed manager of the Edelweiss Cafe, at Broadway and John Street, Detroit.

Latest arrivals in the trade are: Leo Weiss, Ruy Lopez Company; Leo Schoeneman, La Venga; Fred T. Allen, Blue Peter Cigarette Company; Nate Shapero, M. A. Gunst & Company; Val Keogh, United Cigar Manufacturing Company; J. Fred Wilcox, "La Matilda" cigars; and Harry Alcess, of Simon Batt & Company.

The Hotel Pontchartrain now has a new brand called "Frances Tavern," made by the El Planco factory, which is proving very popular. It comes in various sizes and shapes. This in no way interferes with the "Count Pontchartrain" brands made by Marcelina Perez & Company, which are as popular as ever with the trade.

AL U. THORNBURG.

SOUVENIRS FOR NATIONAL CIGAR DAY

Association Has Made Arrangements for Desirable Novelty on Advantageous Terms

ONE of the questions that thousands of cigar dealers all over the United States are asking themselves just now is, How am I going to get the most and best results for my individual store out of National Cigar Day?

As has been pointed out from the inception of the day, this is a matter that is largely up to the individual dealers. Those who work hardest and with most enthusiasm, and who plan most intelligently, are bound to derive the most benefit, individually, from National Cigar Day.

The publicity which the celebration of National Cigar Day is receiving through the daily newspapers all over the United States, taken in connection with the tremendous cumulative effects of special National Cigar Day window displays in thousands of cigar stores and stands in all parts of the country during the entire week preceding Monday, October 12, is bound to create an interest among smokers everywhere, which will make it easy for enterprising dealers to do a large volume of extra business on that day, with the right kind of personal effort.

To make that effort the easier, the executive board of the National Cigar Day Association has been looking about for the right kind of a souvenir which can be utilized by dealers everywhere on that day. The board has examined scores of novelties which have been submitted, and it has at last found an ideal souvenir which can be obtained in any quantity desired, at a wonderfully advantageous price.

The souvenir is the best cigar cutter in the world, a handsome nickel-plated device, with a razor-edge, rotary cutter. Each cutter bears the inscription: *"National Cigar Day, Monday, October 12, 1914. Smoke Here, Not Hereafter."*

The accompanying illustration gives an excellent idea of the appearance of the cutter, which any legitimate cigar dealer can obtain through the National Cigar Day Association at practically the actual cost of manufacture.

No one, even if they bought in lots of 100,000 or more, could obtain these cutters direct from the manufacturers on as advantageous terms as they can buy them through the National Cigar Day Association for use on National Cigar Day, in lots of fifty and upwards.

Several thousand letters giving terms and particulars as to the proposition have been sent out from the headquarters of the National Cigar Day Association, at 21 Spruce Street, New York, to leading dealers, jobbers and cigar manufacturers in all parts of the United States.

Any one who is interested and has not received one of these letters, can have full particulars as to terms by addressing C. Fred Crosby, Executive Chairman, 21 Spruce Street, New York.

Dealers using these souvenirs can, at their own discretion, give them to customers with purchases of a specified amount, or can give them away at their option. Orders placed within the next few days can be delivered by October 1st, and dealers who act quickly can have them in stock so as to use them in judiciously booming trade during the entire week preceding National Cigar Day. Attractively displayed in the show window, they are bound to bring splendid results.

It is well for the trade to understand, however, that these cutters cannot be obtained at the special price, which is made through the association, unless they are stamped National Cigar Day, and are to be used in connection with the celebration of that occasion.

As it is quite possible that there will be a demand for a million or more of these cutters for use on National Cigar Day, early orders must be placed to insure prompt delivery.

To Stop Box-Stuffing in Kansas City

KANSAS CITY, MO.

START has been made in this city against box stuffers and Francis M. Wilson, United States Attorney, aided by the Internal Revenue Officers, has succeeded in issuing warrants for the arrest of three druggists. The charges are alleged to be box-stuffing on the "Niles & Moser Handmade" and "Cinco" brands, and failure to destroy the Government stamp from the cans containing cigars.

The arrested druggists are C. F. Larey, Thirty-first and Main Streets; Paul L. Hess, Thirty-first and Troost Avenue, and Dr. John W. Kepner, Fifteenth and Olive Streets.

H. L. Duncan, Internal Revenue Officer, seized six boxes of cigars at Larey's, four at Hess' and two at Kepner's. At Kepner's the cigars in the cans were alleged to be about one-quarter of an inch shorter than the real "Handmade." Mr. Duncan declares that the department is just getting started in this work and that other dealers in Kansas City will shortly find themselves in difficulties unless the substitution ceases.

We have been having a lot of trouble with these substitute experts," said R. E. O'Malley, manager of the Niles & Moser Cigar Company, yesterday. "It had become so bad that we were afraid it would ruin our 'hand-made' brand if it were not stopped. We now sell nearly 600,000 of these cigars a week, which is the limit of our capacity. Substitution ruined one of our other popular brands, and we were not responsible for it. It was the druggist and the cigar dealer who sold cheaper cigars under that brand. We have had complaints about many stores in Kansas City and probably the Government will catch others before the campaign is ended."

Niles & Moser are distributors for "Cinco."

John O. Frye & Company Open New Store

One of the most modern and best equipped cigar stores in Indiana was recently opened to the public when John O. Frye & Company invited their friends to inspect their new home.

Several hundred visited the store during the course of the evening and favors were given to all; the ladies received roses while cigars were handed out to the gentlemen. An orchestra furnished a fine program of music.

The store is equipped with new fixtures throughout. The floors, made of a composition, are dark red, surrounded with a deep black border. The walls and the steel ceiling are frescoed in light colors, giving the room a light and cheery appearance, while an indirect lighting system of ornamental design furnishes a bright and even light over the cigar store during the evening and night hours. A new bar and a fine refrigerator have been installed in the room for the serving of soft drinks and light lunches.

At the opening Mr. Frye and his force of clerks were assisted in entertaining the visitors by Frank and Louis Lesuere, of Danville, Ill., who are interested in the business with Mr. Frye.

DEATH CALLS JOSEPH S. VETTERLEIN

Victim of Heart Failure—Was a Widely Known Cigar Manufacturer

JOSEPH SMALLWOOD VETTERLEIN, of the well known cigar manufacturing firm of Vetterlein Brothers, 144-46 North Fifth Street, died on the 11th instant at his home, 4212 Spruce Street, a victim of heart failure, brought on by an attack of acute indigestion. He was taken ill a few days before his death in Atlantic City and was brought to his home in Philadelphia for treatment. Mr. Vetterlein was sixty-three years old.

Mr. Vetterlein's death came as a shock to the cigar trade. Messages of sympathy have poured in from all parts of the country.

Mr. Vetterlein was a son of Theodore H. Vetterlein, a widely known importer of leaf tobacco, who died twenty years ago.

The deceased is survived by a widow and four sons, J. Roy Vetterlein, Dudley Vetterlein, Theodore H. Vetterlein and Wayne Vetterlein. J. Roy Vetterlein was associated in business with his father.

The funeral took place on the 14th instant, the Rev. George L. Richardson, of St. Mary's Episcopal Church, officiating. The pallbearers were Clifton Lazalere, Charles Landell, A. B. Carpenter, John Boltz, William Berry, Samuel Eckert and James Connelly. Interment was private in Woodlands Cemetery.

A well known member of the tobacco trade, in commenting on Mr. Vetterlein's death, said: "Mr. Vetterlein was the finest type of gentleman and his influence will be much missed."

Among those who attended the services were Frank Vetterlein, Herman G. Vetterlein, Harry Vetterlein, Herman G. Vetterlein, Jr., Julius Vetterlein, Charles Eisenlohr, John R. Young, P. C. Fulweiler and John Duys, of H. Duys & Company, of New York.

Frederick G. Felten

Frederick G. Felten, a well known cigar manufacturer of Milwaukee, Wis., died recently at his home, 271 Thirteenth Street, after a period of ill health.

The deceased was born in Manitowoc in 1859. He was fifty-five years of age at the time of his death.

Mr. Felten is survived by his widow, three sons and a daughter.

Leo M. Burford

Leo M. Burford, a well known tobacco broker of Louisville, Ky., died recently at his home following a nervous breakdown. The deceased was fifty-two years old.

Mr. Burford had been in the tobacco business for many years and had a number of re-handling plants throughout the State.

Mr. Burford was a member of the Louisville Lodge of Masons.

The deceased is survived by three sons and two daughters.

Heinrich Upmann Dies Abroad

HEINRICH UPMANN, senior partner of the cigar manufacturing firm of H. Upmann, of Havana, Cuba, died on August 27th, in Hamburg, Germany, according to a cable dispatch recently received. Death was due to apoplexy.

Herman Upmann now becomes the head of the firm.

Frank D. Ramsey

Frank D. Ramsey, one time tobacco grower and a widely known resident of Madisonville, Ky., died at his home recently following a paralytic stroke. The deceased was sixty-two years old.

Samuel Burger

Samuel Burger, a cigar manufacturer, of Allentown, Pa., died recently at his home, aged seventy years. The deceased was a former Councilman, and a former United States Collector of Internal Revenue for Lehigh County. For more than forty years he was a Republican County Committeeman.

The French Look Out for "Tommy Atkins"

Stories from the British force in France are coming through to make this clear. It appears that the French brothers in arms thought of "Tommy's" pipe before the British arrived, and, as a result,, advance arrangements were taken to see that he was provided with his favorite blend of tobacco.

The French factories have brought out a special Virginian tobacco known as "sweet tobacco" for the British soldiers. The factories got a supply direct from England. It is called "Tabac a la confiture." In honor of the heroic resistance of the Belgians at Liege a new brand of cigarettes has been brought out by the State factories called "Cigarette Liegeoise." One of the ends is cork tipped, and as liege in French means cork, the name is considered practical as well as patriotic. They are done up in packages of twenty, with the coat of arms of France and Belgium on the outside and a band of Belgian colors.

Macon, Georgia, Becoming Mecca for Cigar Manufacturers

Macon is becoming a cigar market of the southeast and several of the big Florida concerns are considering moving there. They point out the admirable climate for cigar making and the shipping facilities as a strong inducement.

Smith & Kemp, who recently opened their factory in Macon, will soon add half a dozen extra workers to their force. They report fine business and are highly pleased over the progress made. Owen Brothers, long time established here, report a similar good business.

A Key West, Fla., concern has written the Macon Chamber of Commerce asking for information and quarters for removing their factory here and two others have been negotiating for headquarters here.

North Carolina Tobacco Output

RALEIGH, N. C., September 14.

The State Department of Agriculture has issued its report of sales of leaf tobacco on the forty-three markets of the State during the past tobacco year, August to August. The report shows 172,386,131 pounds of tobacco sold first hand for the growers and 189,643,315 grand total of sales with re-sales on warehouse floors added. Winston-Salem led with 24,275,708 pounds; Wilson second, with 17,853,335; Greenville third, with 13,924,545 pounds.

This splendid display on "Van Dyck" cigars has been appearing in the windows of the stores of M. A. Gunst & Company on the Pacific Coast. It is considered one of the handsomest displays that has appeared in the windows of the "House of Staples" in a long time. It has certainly stimulated the sales of "Van Dyck" cigars.

Damage Suit Appeal Withdrawn

Upon the filing of a stipulation in the United States Circuit Court of Appeals recently, Judge Lacombe ordered the withdrawal and discontinuance of the appeal in the $100,000 Sherman law damage suit brought by Otto S. Jonas, an independent tobacco dealer, who claimed to have been driven out of business by trust methods, against the American Tobacco Company and the United Cigar Stores Company.

The complaint, in the form of a bill of review, was dismissed by Judge Mayer in the Federal District Court on May 15th last on the ground that a court of first instance could not pass on a decree of a higher court. The appeal was taken from this decision. The purpose of the suit was to bring the old tobacco trust matters before the United States Supreme Court for the second time, as the complaint alleged that the four component companies into which the courts had dissolved the old trust were violating the terms of the dissolution order.

The dismissal and discontinuance of the action were ordered with the consent of the attorneys for both sides. Henry H. Hunter, attorney for Jonas, said the action had amply fulfilled its object, inasmuch as the Government, on the strength of allegations in the complaint, had undertaken a countrywide investigation of the conditions in the tobacco trade and changes in the tobacco jobbing methods had been brought about.

Bereavement of Garland E. Webb

The many friends of Garland E. Webb, publisher of "The Southern Tobacco Journal," of Winston, N. C., will regret to learn of the death of Mrs. Webb on August 30th. THE TOBACCO WORLD joins in extending sympathy to Mr. Webb in his great bereavement.

Thirty-fifth Year for Powell & Goldstein

Powell & Goldstein, the widely known cigar manufacturers of Oneida, N. Y., celebrated their thirty-fifth anniversary on September 1st. The firm has been in business since 1883 and their goods have become so popular with smokers that their output is growing every year.

Among their well-known brands are: "No. 370," "Roman King," "Full Dress" and "Little Napoleon," all nickel sellers, while "Wedding Bell" and "Napoleon" are in big demand among the consumers of ten-cent goods. The firm has recently added a full Havana cigar to their line known as "La Delicacy."

The firm now works more than three hundred cigarmakers and is a union factory. The cigars are made under the most sanitary conditions and rules relating to this phase of factory government are never allowed to relax.

Mr. Goldstein was the first elected mayor of Oneida and still retains the popularity and good will that put him in office. The firm is to be congratulated on its splendid record.

Former Madisonian Returns and Opens Cigar Stand

Harold Boyles, formerly of Fort Madison, Ia., has returned to that city and opened a small cigar store at 2600 Santa Fe Avenue.

Mr. Boyles was employed formerly with the Rock Island at Sylvis, Ill. About a year ago a traveling crane fell where he was working, killing three of his companions and injuring him so badly that it was necessary to amputate his left arm.

Mr. Boyles has many friends in Fort Madison and all wish him success in his venture.

San Francisco

City Trade Practically Normal—Collections Show Much Improvement—Big Reception for Mr. and Mrs. Morgan Gunst

SAN FRANCISCO, September 5.

THE San Francisco trade is feeling in better humor this week than for some time past. The general absorption of popular interest in the European war and the uncertainty that prevailed during the early weeks of September gave local cigar men the idea that business was really very bad; but the closing of the month and the figuring up of results disclosed the fact that September's business as a whole was very nearly if not quite up to the normal. The fall activity is just getting under way, and the feeling is growing that results will be favorable. Locally and throughout the Coast, competition has been considerably reduced, and it is believed that the individual houses in the trade are stronger on the average than for a long time. This seems to be borne out by the favorable turn in collections. City dealers, while still buying in rather limited quantities, are nevertheless paying more promptly for their purchases.

In the wholesale trade, there seems to be more doing as the season advances. Some publicity work is under way, though the feeling that newspaper readers have been looking for nothing but war news has kept the entire trade out of the daily papers for a number of weeks. There has, however, been some live poster work, and several jobbers are working with circular announcements and post cards for special work with good effect.

The completion of the plans and the initiation of preliminary work for the H. L. Judell & Company "Smoke Shop" on the Zone at the Panama-Pacific Exposition, has been followed by the sending out of thousands of artistic post cards to the Judell Company's friends, East and West. These cards bear a picture of the "Smoke Shop," and an invitation to all members of the trade to make the place their headquarters while in the city in 1915. Incidentally, it all makes good advertising for the "Webster," "Watt," "Flor de Moss" and "Elisardo" lines. In this connection, Mr. Judell has received word from the Elisardo factory that the first shipment of "Elisardo" made-in-bond cigars has been sent to San Francisco via the Panama Canal. As ships are now making the trip from the Atlantic to San Francisco via the Canal in nineteen days, the goods should be ready for delivery soon after the middle of the month.

The cigar business of George Stokes & Company, at San Jose, Cal., is reported to have been sold to A. Hirschfeld & Company, of that place.

E. W. Pugh, a Los Angeles cigar man, has been visiting in San Francisco this week.

This has been quite a big week with the House of Gunst. In the first place, Morgan Gunst and his bride returned a few days ago from their more or less rudely interrupted European trip; and they were given an elaborate reception at the Burlingame residence of Mr. and Mrs. M. A. Gunst, at which a large number of the M. A. Gunst & Company's "higher-ups" were present. Then came the annual M. A. Gunst & Company convention of managers. Those present at the convention included: President, M. A. Gunst; vice-presidents, Alfred I. Esberg, of New York; Milton H. Esberg and Morgan A. Gunst, of San Francisco, and Julius Louisson, of Portland, Ore.; Advertising Counsel O. H. Blackman, of New York; San Francisco Advertising Manager E. A. Cohen, of this city; Manager H. P. Eakin, of Los Angeles, and Secretary F. V. Welch, of San Francisco. The convention will conclude in a few days, after which there will be a scattering of the forces to put into effect the fall and winter plans now being perfected.

W. E. Miller, of Placerville, Cal., came down from his mountain home the first of the month to look over the San Francisco situation and make his plans for fall.

H. H. Manley, Pacific Coast representative of the American Tobacco Company, has been doing a lot of traveling lately. He has been down the Coast as far as Los Angeles and north as far as Seattle; and everywhere he finds the "Belmont Tango" in good demand. The new Tango posters have made a great hit here, and have led directly to a lot of new business, as it shown by the immediate increase in sales following the placing of the advertising. Mr. Manley is looking for a good fall business in practically every section of the Coast.

H. P. Adams, Coast representative of Benson & Hedges, has concluded his work in Los Angeles and Southern California generally, and is once more calling on his San Francisco friends.

Northy & Andrews have succeeded to the retail business of J. D. Bacon at 907 Broadway, Oakland, Cal.

Arthur Meyer has been making quite a hit with the new bonded "Alexander Humboldts," of Bustillo Brothers & Diaz, distributed in this territory by Michalitschke Brothers & Company. Mr. Meyer has just completed a canvass of his Oregon and Washington connections, and is now taking a run through Southern California.

Edward Wolf, of this city, one of the best known cigar wholesalers on the Coast, broke his ankle last week by a fall on the stairway of his home. Mr. Wolf, while doing well under the circumstances, will be confined to his home for several weeks. In the meantime, Secretary Rheinhart, of the Edward Wolf Company, is looking after the business of the house.

Kurt Hosaeus, of the "La Prueba" factory, Manila, P. I., arrived in California this week and is now visiting with the Edward Wolf Company, United States importers of the "La Prueba" cigars. Mr. Hosaeus reports that the war in Europe has, temporarily at least, demoralized the shipping end of the Manila business. He believes, however, that this is being rapidly remedied and that before long San Francisco importers will be getting in goods in sufficient quantities to meet their immediate needs. There is, however, a possibility that some favorite lines will be rather scarce for a time.

ALLEN.

Fine Cigar Stand for Des Moines, Ia.

What is said to be one of the finest cigar stores in the country, has been recently opened by the C. C. Taft Company on the first floor of the Equitable Building, in Des Moines, Ia.

All fixtures are of circassian walnut. Old bridge tile is used in the base of all the cases, which are lined with opalescent glass. A beamed art glass ceiling provides a beautiful lighting effect. The fixtures were furnished by the Jaeger Manufacturing Company.

The Taft Company operates a number of other retail stores in Des Moines.

Ball Player Buys Cigar Store in Dixon, Ill.

Milo Stratton, the well-known catcher of the Evansville, Ind., baseball team, has purchased a cigar store in Dixon, Ill., and will give up his baseball career, according to the latest reports.

Last winter Stratton worked in a cigar store and learned the fundamentals of the business. Recently he learned that the proprietor had died, and when he heard of it Stratton lost no time in buying out the business. As he has many friends in Dixon and is familiar with the trade of the stand, his new venture has the earmarks of a successful one.

"Charles Denby" Cigars in Pasadena

"Charles Denby" cigars, made in the famous H. Fendrick factory at Evansville, Ind., are smoked from Coast to Coast, and here is proof of the Pacific side of the argument. This attractive display appeared recently in the window of the cigar store of Otto Silverberg, Pasadena, Cal.

Here is the real thing spread before the eyes of the consumer, in both boxes and tins. Otto sells a good many "Charles Denby" smokes every day but, says he, this window is quite the finest thing for boosting trade that I have found.

Pittsburgh

Retailers Want to Know About "Cigar Day"—Union-Made Goods Feature Labor Day Week—"Muriel" Cigars Well Placed in the City

PITTSBURGH, PA., September 12.

BUSINESS in Pittsburgh the last two weeks has been very good.

Pittsburg cigar dealers were disappointed in hearing that the Mayor has called off the "Old Home Week Celebration," which was to begin on September 14th.

Miss Evelen Boud, manager of the cigar stand in the Fulton Building, just returned from a ten-days' trip to Atlantic City.

Mr. Walsh, manager of the Ft. Pitt Hotel cigar stand, returned from a two-weeks' trip to New York City.

Pittsburgh cigarists are in favor of a National Cigar Day on October 12th, but somehow no one seems to know what it is about. C. J. Moye, of C. J. Moye & Company, who is supposed to be president, and Mr. Clemens, of Reymer Brothers, who is vice-president, do not know anything on this subject.

J. C. Clair, of the Bock-Stauffer Company, just returned from his vacation. He had a very good time and is now looking for big orders.

C. A. Gibbs & Company received the new "Tuval" cigars which are made in bond. "Tuval" has a very fine sale in this market and as they are now made in bond should show a larger increase.

The Afco Cigar Company are featuring all union-made goods this week on account of Labor Day. Among the union-made windows are the "Plantista" cigars, made by the Gompeers Cigar Company, Indianapolis, Ind.; "Ology," distributed by the Bock-Stauffer Company; "Penco" tobacco, Penn Tobacco Company, and a window full of union-made stogies.

Jos. Maher, of the Fifth Avenue Arcade, has a very nice window on "El Roi-Tan" cigars.

H. Buchanan, representing the Havana-American Company, was in Pittsburgh meeting his old friends. He is featuring "La Preferencias."

J. J. Fisher, of Pittsburgh, representing the Sterling Gum Company, of New York, is putting out a new line called "Frozen Mints."

A. W. Leonard, M. Melachrino & Company, is a new winner for their famous cigarette.

"Billie" Burke, formerly of Boston, is now representing the Surbrug Company in Western Pennsylvania on the famous "London Gold Tip" cigarette.

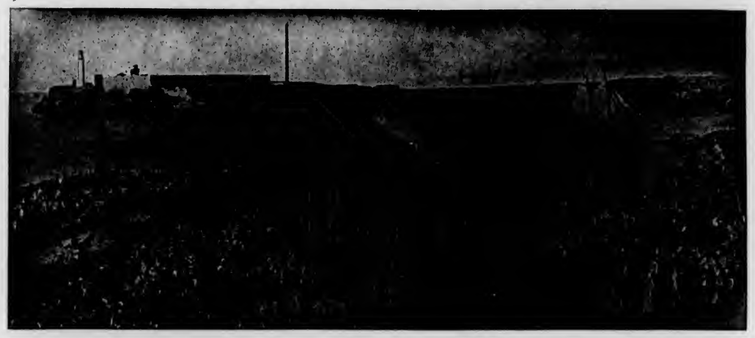
M. Ferguson, the "Royal Nestor" cigarette salesman in Pittsburgh, is giving this brand a flying start at the price of ten cigarettes for ten cents.

M. J. Renkley, of the Penn Tobacco Company, was married to Miss Winnefred Corita on September 8th. They are spending their honeymoon at the lakes.

R. T. Rogers, Percy Given and A. J. Newman, of the P. Lorillard Company, are in town working with Siller-Narten-Barnes' salesmen placing in all the downtown prominent stores "Muriel" cigars. They are having a "Muriel" week.

The following visitors were in town: P. H. Mayer, representing Allen R. Cressman's Sons; Ralph P. Oppenheim, New York; A. J. McBlair, representing Raymon, Rey & Company; P. Pavon Alvarez, representing José de Riera & Company, New York; Sam Fisher, of the Storm-Fisher Company, New York; Major J. G. Wetzel, representing J. W. Nichols & Company, Key West; P. Verplanck, Tampa; Geo. Becker, representing Arguellos, Lopez & Company, Tampa; E. N. Ackerman, representing Y. Pendas & Alvarez; Hi Hammer, representing Corral, Wodiska & Company; S. G. Brown, representing S. G. Brown & Company, New York.

The trade learns with much regret of the transfer of F. L. Linn, of Liggett & Myers' cigarette department, to Johnstown, Pa. B. W. Berman, a general favorite in the Pittsburgh territory, succeeds Mr. Linn.



The Cuban Market

From Our
Exclusive Bureau

Havana, Cuba.

HAVANA, September 8th.

OUR market during the past fifteen days has shown more animation; besides a number of American buyers that operated more freely, the Spanish Regie was also a purchaser of a fair quantity of bales, all of which helped to swell the total. Prices of course have ruled low, as it seems that our leaf dealers prefer to make even some sacrifices, than to hold on for a profit in these times. This year which held promise of being at least an average one has, since the outbreak of the war, turned out as one of the worst ones since 1907. There is only one hope left, unless the war should come to a quicker ending than the majority of people dare to dream, which is, that in all probability the next crop in 1915 may be the smallest one which we have had in this century. Leaving out all possible disturbances of the weather conditions during the growing season, the great trouble is the scarcity of money, so that the usual money lenders, such as country merchants, grocers, etc., have no funds to advance to the vegueros. At least one-third of the crop is still unsold in the farmers' hands in the country, or hypothecated to the country merchants and grocers, and as our leaf dealers are loaded up themselves, nobody is willing to buy at any price. If we were sure of a strong, healthy demand on the part of the American manufacturers, we might look more hopeful into the future, but as matters stand, it is very doubtful what the future might have in store for us, therefore in all probability we shall have a big surplus of stocks to carry forward into the next crop year.

After we know positively that the next crop will be a very small one, there will be a chance for the market to rally from its present condition, and we might see an upward movement in 1915. We believe, however, that we have touched rock bottom, and while the market may continue thus for some time to come, there is bound to be a reaction sooner or later.

Sales during the past fortnight amounted to 9370 bales, which were divided into: Vuelta Abajo and Semi Vuelta, 2561; Partido, 3487, and Remedios, 3322 bales.

Buyers were: Americans, 6070; exporters to Spain, 2500; shippers to Buenos Aires, 220, and our local manufacturers of cigars and cigarettes, 580 bales.

Receipts of Leaf Tobacco From the Country.

From Aug. 21 to Sept. 3, 1914.			Since Jan. 1, 1914.	
Vuelta Abajo	23,394	bales	125,445	bales
Semi Vuelta	3,011	"	21,763	"
Partido	926	"	10,094	"
Remedios	12,421	"	99,404	"
Oriente	181	"	1,350	"
Total	39,933	"	258,056	"

Exports of leaf tobacco from the port of Havana for the two weeks ending August 29, 1914, totaled 6927 bales, which were distributed to the following countries, viz.: To all ports of the United States, 6243; to Spain, 400; to Canary Islands, 64; to Buenos Aires, 220 bales.

Buyers of Leaf Tobacco That Come and Go.

Arrivals—From New York: Emilio P. Cordero, of E. P. Cordero & Company; Henry Oppenheimer, of Henry Oppenheimer & Company; S. Ruppin, of S. Ruppin; Aleck Goldschmidt, of A. Bluemlein & Company; and José Negreira, of José Negreira.

From Tampa: Bernabé Diaz, of F. Lozano, Son & Company; Matt Berriman and Manuel Sanchez, of Berriman Brothers; José Lovera, of José Lovera Company; Val M. Antuono, of Val M. Antuono; Francisco R. Diaz, of V. Guerra, Diaz & Company; and E. Vega, of Celestino Vega & Company.

From Key West: Vivian M. Myers, of the Cortez Cigar Factory; Maurice Winter, of the M. Perez Company; and A. W. Arnold, of Mi Favorita Cigar Company.

From Los Angeles, Cal.: Ben S. Jarrett, of the St. Elmo Cigar Factory.

Departures—To New York: Marcelino Perez, Lennie Greenhall, Joseph Mendelsohn, Henry Oppenheimer, Aleck Goldschmidt, José Negreira and Maximilian Stern.

To Tampa: Angel L. Cuesta, Matt Berriman, Manuel Sanchez and Val M. Antuono.

To San Francisco: David Frankel.

Returned—José A. Lozano, of M. A. Gunst & Company, Inc., Havana.

Cigars.

Our cigar manufacturers are still in mourning, on account of the European war, and while some factories have started up again, like the Henry Clay and Bock & Company, Ltd., which commenced a week ago with 1317 cigarmakers in seven of their local factories and in their branch factory at Bejucal, others are either still closed, or are working with a small number of cigarmakers. There have been some cigar shipments to England, but we understand that they were made simply to prevent them from becoming worm-eaten in our hot climate, and they had been made upon previous orders before the outbreak of the war and cannot be drawn for, as there is no rate of exchange on London, nor would the consignees allow themselves to be drawn upon. The Ward Line will issue through bills of lading again, but the freight has to be paid beforehand and the rates are about 50 per cent. higher than formerly.

We now submit the statistics of the month of August, and comparison with the previous year, which speak for themselves.

(Continued on Page 35)

The Cuban Market

(Continued from Page 34)

Exports of cigars from the port of Havana, as per our custom house returns, from:

August 1 to August 31, 1913	14,679,147	cigars
" 1 " " 31, 1914	5,017,571	"
Decrease during August, 1914	9,661,576	"

Decrease by countries during the month of August, 1914, as compared with 1913:

Great Britain and Ireland	4,628,096	cigars
Germany	3,227,573	"
United States	1,003,619	"
Australia	349,328	"
Argentine Republic	348,305	"
Canada	190,345	"
France	70,035	"
Italy	66,000	"
Canary Islands	58,050	"
Austria	47,520	"
Netherlands	42,050	"
Brazil	39,900	"
Belgium	30,850	"
	10,101,671	"

The only increase of any importance during the month of August was:

Spain, with	433,249	cigars

The figures for the first eight months of this year, as compared with last year, are:

From January 1 to August 31, 1913	116,478,735	cigars
" " 1 " " 31, 1914	92,218,088	"
Decrease in eight months of 1914	24,260,647	"

Of the nine principal consuming countries, above one million cigars per year, there are now eight which show the following decreases in their imports of our cigars, viz.:

Great Britain and Ireland	9,174,406	cigars
United States	6,868,338	"
Canada	2,643,922	"
Germany	2,315,384	"
Argentine Republic	1,946,434	"
Chile	1,279,448	"
France	1,040,617	"
Australia	353,618	"
Total	25,622,167	"

The only country which has kept up an increase in her imports of our cigars, is:

Spain	2,374,726	cigars

We will refrain from commenting upon the above figures, except by saying that evidently the United States must have been badly affected by the European war, when instead of increasing her imports of our cigars there has been another shrinkage of over one million cigars during the month of August this year.

Leaf Tobacco.

There is a queer muddle in our monetary system, which is causing not alone annoyance, but severe losses besides. Our Government recognizes only the American currency as the standard in all its transactions, receiving and paying only American money. The two provinces of Oriente and Camaguey have likewise adopted the American money as their only commercial standard, while the remaining four provinces use the Spanish and French coin in all wholesale dealings, and Spanish silver in the retail transactions. Years ago, under the Spanish regime, our merchants, in order to keep the gold in our island, added an imaginary 6 per cent. to the Spanish $5 piece, thus making a centen worth $5.30; and the 20-franc gold piece $4.24. Silver at that time was taken at a heavy discount, so that for a centen one would receive as much as $8. In the course of time silver rose in value and lately the centen was quoted from $5.40 to $5.35. Now it seems that Spain is trying to collect all the silver she can get hold of, and owing to the heavy exports from here there is a scarcity of silver, which caused a centen to be worth only about $5.06, while for an American dollar you can get only $1.01 in Spanish silver. Exchange on New York is quoted from 105¼ to 105¾ per cent. Our merchants ought to make a concerted effort now to discard the use of all Spanish and French gold and silver coins and make all transactions, wholesale as well as retail, in American money, thus cutting the Gordian knot once for all, and have peace.

hardship would befall the leaf buyers either. Cigars are only traded in American money, since the cigarmakers' strike in 1907, when the latter gained their point to be paid in currency.

Sobrinos de A. Gonzalez operated in 3500 bales of leaf during the month of August.

The Spanish Regie purchased 2500 bales of leaf during the last fortnight.

As per wireless cable, received by H. Upmann & Company, they were informed of the demise of their silent partner, Mr. Heinrich Upmann, on the twenty-eighth ultimo in Germany, in consequence of an apoplectic stroke. The deceased was seventy-three years old, and while retired from active business for a number of years, he nevertheless took a lively interest in the fame of the firm, that he had helped to build up with his uncle. We tender our sincere condolence to his nephews, Hermann and Albert Upmann.

Herrera, Calmet & Company were sellers of 678 bales of Remedios leaf.

David Frankel, of Frankel, Gerdts & Company, of San Francisco, has bought 1500 bales of leaf tobacco during his stay here.

Rodriguez, Menendez & Company sold 700 bales of Vuelta Abajo to their customers.

José C. Puente & Company were sellers of 600 bales of Vueltas, Partidos and Remedios.

Mr. Joseph Mendelsohn has picked out some choice vegas of Vuelta Abajo for their firm of Mendelsohn, Bornemann & Company, of New York.

I. Kaffenburgh & Sons sold 500 bales of Remedios during the last fortnight.

Henry Oppenheimer was a buyer of 927 bales of leaf for his firm of Henry Oppenheimer & Company, of New York.

Shippers of leaf tobacco from the port of Havana during the last two weeks, above 200 bales, were:

Maximilian Stern	1267	bales
Leslie Pantin	1013	"
Virgilio Suarez	753	"
Sobrinos de A. Gonzalez	439	"
Diaz, Herrera & Ca.	371	"
Cardenas & Company	295	"
J. Bernheim & Son	290	"
Rodriguez, Menendez & Co.	261	"
Pablo L. Perez	235	"
Ernest Ellinger & Company	227	"
Allones, Ltd.	220	"

ORETANIV.

Los Angeles

California Tobacco Dealers Preparing for "Cigar Day"—Business Conditions Show Improvement—Morris Burke Makes a Hit With "Reynaldo" Offer

Los Angeles, Cal., September 10.

HOLLY WILLARD has just returned from the Eastern factories and can be seen with Haas-Baruch & Company, distributors of his "Commercial" ten-cent cigar. Since Mr. Willard's return the cigar has made decided headway, notwithstanding the splendid work being done by the sales force of Haas-Baruch & Company.

Anthony Schwamm, president of the Southern California Tobacco Dealers' Association, is formulating plans which will instill interest among the retail and wholesale cigar trade of the city in the "National Cigar Day" on October 12th. Mr. Schwamm will, in a few days, order a meeting of the retail cigar merchants and dealers of tobaccos wholesale for the above-mentioned purpose. All persons approached with the question of holding such a celebration have readily professed their willingness to add their services in any way they might be able, which is encouraging to a great extent.

S. Magnums, Jr., with the A. B. Greenwald Cigar Company, is working on the "3-0-4" Clubhouse shape Union Mawe. This cigar is manufactured in this city and is controlled by the A. B. Greenwald Cigar Company. It is made up in four distinct sizes. "Ruy Lopez," particularly "Queens" size, is getting a good distribution through the Greenwald Cigar Company.

W. H. Henderson, at 302 South Main Street, is featuring the "La Abilidad" cigars, made in this city and distributed by Klauber-Wangenheim Company.

"Coat of Arms" cigarettes, 25-cent size, is "getting on." In truth, they were "on" when they first reached the city. The fact that with each package of these cigarettes is given gratis a handsome miniature volume of one of the many works of William Shakespeare is one of the reasons for the heavy demand on this new brand. The other reason is the exceptional quality of the cigarettes. Anthony Schwamm has placed this brand with practically every retailer in this city. Mr. Schwamm is representing P. Lorillard & Company on the Coast.

Cameron C. Trau, of Haas-Baruch & Company, reports that "Banderos" are still holding their own. In fact, they seem to have gained great headway as a result of the many window displays being shown about the city for the past two weeks or more.

H. H. Manley, Coast representative of the American Cigar Company, is visiting his distributors in this city.

Mr. and Mrs. E. E. Klauber are at present spending their vacation at Lake Tahoe, in Northern California. They will return around the fifteenth of this month. During the absence of Mr. Klauber from the firm of Klauber-Wangenheim Company, Albert Greenwood has had full charge of the inside workings of the firm. He is being ably assisted by F. O. Warner.

Mr. Snyder, working on "London Life" cigarettes, informs me that these cigarettes are still selling very good throughout the city. In fact, all of S. Anargyros brands are showing increased sales. Mr. Snyder has spent considerable time sampling one of the S. Anargyros brands in the centre of the city and he says his work has been among the most fastidious smokers.

Morris Burke, representing Luckett, Luchs & Lipscomb, of Philadelphia, Pa., is running for the next three weeks an offer, which has for its purpose the advertising of the "Reynaldo" cigar, manufactured by the firm mentioned above. At his retail store at 108 West Third Street, Mr. Burke has placards on top of show cases and below show cases informing smokers that with each 50-cent purchase of "Reynaldo" cigars, of 10-cents, 3-for-25-cents or 2-for-25-cents, the purchaser is entitled to one 30-cent box of Baum's chocolates. Only one to a customer is the way the notices read, and it is a cinch many would purchase several times to get one of these boxes of assorted chocolates in their possession. This offer is being run every Saturday and Sunday for three successive weeks. The first two days, no less than two hundred and sixty-eight new "Reynaldo" smokers were initiated, and it appears that this method of advertising is a most commendable one.

There was much hurry and flurry among the dealers when it became known that President Wilson was to propose a war tax on various articles termed luxuries, etc. The Tobacco Dealers' Association of Southern California have already taken action against any measure which would increase the troubles of the small cigar dealers throughout Southern California. This action was sent in the form of telegrams to each of the State Representatives, and it undoubtedly had its effect on the minds of those esteemed gentlemen.

War conditions seem to have worked no hardships on business in general. Tourists are flocking to this city steadily; vacationists are returning and everything portends a flourishing holiday business.

Alkali.

Cost of Curing Tobacco Can Be Reduced

"The cost of curing can be reduced by building better barns than we are now using and properly ventilating them," declared E. G. Moss, of Oxford, N. C., at a recent convention of North Carolina farmers. Continuing, he said:

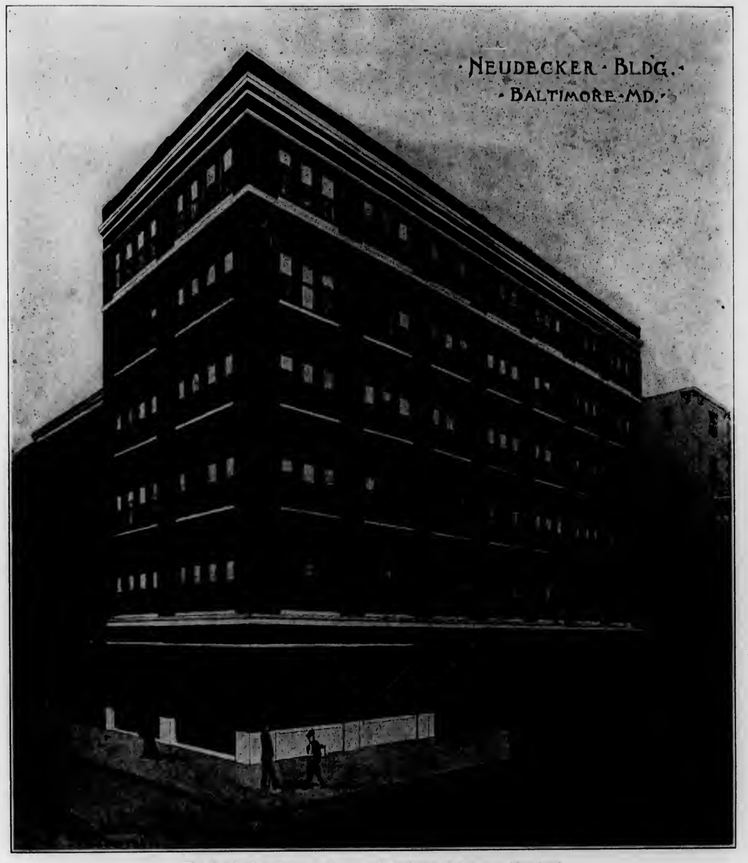
"The barn that we are now using at the experiment station is practically air-tight, covered with V-crimp galvanized iron, leaving an eight- or ten-inch opening on the cone of the roof across the top to within about two feet of the sides. This is covered with an open and shut ridge board which can be operated from the ground by means of a wire or rope fastened to the end of a short lever device at each end of the peak. To admit air at the bottom at least two four-inch terra cotta pipes should be set in the wall on each side of the barn, a total of eight joints of pipe to the barn. It is well to have one pipe extend to the middle of the barn. These can be plugged up by means of a piece of plank sawed to fit in the bell of the pipe from the outside or a round piece of wood four inches in diameter. By this system of ventilation you can control the moisture conditions of the barn and reduce to a minimum all danger of sweating and sponging.

"In North Carolina alone the fuel consumed a normal year in curing tobacco is estimated between five and six hundred thousand cords of wood. Putting this wood at an exceedingly low valuation ($2 per cord) would mean over a million dollars' worth of wood a year and a saving of 40 per cent. in consumption would mean four hundred thousand dollars annually.

"The additional cost of constructing these barns will amount to but very little, and during the life of the barn the saving of fuel alone will pay for the difference several times."

W. W. Goldsmith, representing Jeitles & Blumenthal, Philadelphia, recently visited the trade in Kansas City in the interests of "Statesmen," "Pratt" and "Tungsten" brands.

New Home of Neudecker Tobacco Company



The Neudecker Tobacco Company's Building, Baltimore, Maryland

There is no city in the East that offers such unexcelled advantages as a great wholesale and distributing point as does Baltimore. These opportunities have been grasped by men of ability and enterprise and they have established in that city many lines of trade.

Among the houses that are brought to the attention of the outside world, none holds a more creditable position in its field than does the Neudecker Tobacco Company. The business of this firm was established more than fifty years ago and each decade has found the house growing and prospering. They now occupy what is without doubt one of the finest and most modern wholesale tobacco houses in the United States. The firm has occupied the building shown in the illustration since June 15th of this year.

The Neudecker Tobacco Company distributes through the States of Maryland, Delaware, Virginia, West Virginia, North and South Carolina and a part of Pennsylvania, together with a large local trade in Baltimore. Twenty salesmen are required to cover this territory.

Among the brands which the firm distributes are the well-known "El Principe de Gales" and "La Preferencia," in all sizes, while "Neutoco," Lipschutz "44," "Rocky Ford," "Buck" and "Imola" are among the big selling nickel brands.

The company is also the owner of the following well-known plug tobacco brands: "Peninsula," "What Knox" and "Schooner."

It is also worthy of mention that this firm enjoys a large trade in private brands. The firm says that the growth of this line of business is due entirely to their liberal policy toward the wholesale and retail trade. They back their salesmen up with quality goods and treat the retailer and jobber fair. They boast of an organization second to none.

Charles C. Heldmann, the vice-president of the Neudecker Tobacco Company, has had charge of the business of the firm during the past ten years, and under his able management it has prospered to the extent of erecting one of the finest wholesale tobacco homes in the country.

Leaf Tobacco Notes

PENNSYLVANIA

LANCASTER, PA.

The local leaf tobacco packers are preparing to place their 1913 packing on the market. Numerous inquiries have been made regarding their tobacco from the large cities, but so far none has been sold. The holders of it are not pushing their goods, as they believe better prices will prevail a month or two hence. The amount of black rot so far found has been surprisingly small.

Lately the local dealers have sold some 1911 and 1912 goods at prices ranging from fourteen and one-half to sixteen cents a pound. The demand for 1909 tobacco slackened during the last week. Unfavorable weather prevented the great amount of cutting of the new crop that was expected last week, and it may now be well into October before the last crop has been housed. Frosts may be expected before that time, but the growers appear determined this year to take risks rather than put away unripe tobacco.

Packers, who have been riding the county, picking out likely crops for buying, complain that many of the growers have failed to sucker their plants. So far none of the new crop has been reported sold.

WISCONSIN

STOUGHTON, WIS.

The harvest of the tobacco crop is now well under way in all sections, but the cool nights are delaying the ripening so the heavy work in the fields will be on the coming week. The particulars of the injury done by the storms of a week ago are being brought in by the scouts traveling the growing districts. They report that something like 2,000 acres of growing tobacco has been more or less injured by hail in the Vernon County district, with numerous scattering belts in the southern sections where the wind has been more destructive than the hail. The rains, however, have greatly improved the development of the later fields that promise to yield some fair-sized leaf, but it looks as though a good deal of green tobacco is being shedded. Rust is showing on some of the fields since the storms so that, all things considered, the prospects for field buying are not very encouraging.

THE CAROLINAS

KINSTON, N. C.

Last week marked the beginning of the tobacco sales season in the bright leaf belt of North Carolina, and despite the admittedly unsettled conditions in the business world, the season is expected to be one of the greatest since the weed became a staple in this section. Climatic conditions have favored the crop in all of the eastern bright territory, and the facilities for handling it have been enhanced. Many millions of pounds are stored in the barns of the countries of the belt, and the planters are anticipating the disposal of it at prices as good as those of the past several years.

Canada Tobacconists Refuse to Raise Prices

Because three large tobacco stores in Vancouver, B. C., refused to raise the prices on their goods as per a schedule of selling prices recently put into effect in that city, due to the special war tax which has been placed on tobacco products, the proposed increase has been abandoned.

According to a representative of a Montreal tobacco company, the manufacturers propose to stand half the loss entailed by the tax and look to the wholesalers and retailers to stand the balance of the increase.

Tobacco Stems and Stalks Are Valuable Fertilizers

WASHINGTON, D. C., September 12.

Should the demand of Europe for American tobacco stems cease, these stems, which contain large quantities of plant food, especially potash, may be used to good advantage by the American grower of tobacco as fertilizer. Soil fertilized by these stems secured from the cigar and tobacco factories and stemmeries, will produce leaf tobacco of better burning qualities and texture.

Tobacco stems as fertilizer should be applied in smaller quantities than manure, because they contain larger quantities of the constituents which feed the plant, according to the Department's tobacco specialists. Two tons per acre of "seed stems" (stems from cigar factories) or two and one-half tons of "Kentucky stems" (stems from the tobacco factories and stemmeries) are known to give good results in New England and, so far as available, these stems will undoubtedly furnish a very satisfactory source of potash, as well as other plant foods, in other tobacco sections.

Considerable quantities of tobacco stems have long been exported to Germany and other parts of Europe, where they are often used in the manufacture of low-grade smoking tobacco and as a source of nicotine.

Tobacco stalks, which are not removed from the farm under prevailing methods, are not always used to the best advantage as a fertilizer. Like the stems, they contain considerable quantities of valuable plant food (though not so much) and may be used freely as a fertilizer for tobacco and other crops. They may be profitably used to improve the hay lot by simply spreading the stalks over the land in the fall, or they may be plowed under at the same season for cultivated crops such as cotton, corn, tobacco, etc. The practice of piling tobacco stalks in heaps and leaving them exposed to the weather means a waste of valuable material that might be returned to the soil. The practice of burning them is also wasteful unless they are infected by such a serious disease as the Granville wilt.

The Peruvian Tobacco Monopoly

Since the year 1909 the importation, manufacture and sale of all classes of tobacco in the Republic has been controlled by the Government, which creates thereby a monopoly of the business and fixes the price of all tobacco, cigarettes and cigars sold in the country. This industry is now conducted by an organization known as the Compania Recaudadora de Impuestos, Estanco del Tabaco, at Lima. During 1913 it manufactured 389,706,700 cigarettes and 238,300 cigars, using 792,440 pounds of leaf tobacco grown in the country, 100,398 pounds imported from Honduras, 59,736 pounds from Mexico, and 161,147 pounds from Ecuador.

In addition it imported 25,920,000 cigarettes and 549,140 cigars from Habana, 460,000 cigarettes of English and Egyptian manufacture, and 549,140 cigars from Italy and Germany. English manufactured tobacco in one-half and one-fourth pound tins and Chinese tobacco in packages of 200 grams (approximately 7 ounces) were imported during the year to the extent of 8904 pounds.—*Daily Trade Reports.*

Simpson Reopens Second Cigar Store

James Simpson, of Elyria, O., has opened another cigar stand, which will be known as the Central Cigar Store. He has filled his humidors with a full line of first-class tobacco products and has his two faithful clerks, who operated the store when it was known as Smoke House No. 2, in charge. A ticker has been installed and the customers will be able to get the latest news of all the sports.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 236 Chestnut Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

REGISTRATIONS.

SAMPELLO:—30,375. For cigars. August 26, 1914. Penn Cigar Manufacturing Co., Philadelphia, Pa.

ORDER OF EAGLES:—30,376. For cigars. August 27, 1914. Greenwood & Co., Savannah, Ga.

ARMAGEDON:—30,377. For cigarettes, chewing and smoking tobacco and snuff. August 27, 1914. N. D. Synnephias, New York, N. Y.

RUSO-SPECIAL:—30,378. For cigars. August 27, 1914. J. B. Mochnichka, Weymouth, Mass.

JOSEPH WARREN:—30,379. For cigars, cigarettes, stogies and tobacco. August 28, 1914. F. M. Howell & Co., Elmira, N. Y.

BENJAMIN LINCOLN:—30,380. For cigars, cigarettes, stogies and tobacco. August 28, 1914. F. M. Howell & Co., Elmira, N. Y.

GEN. PAUL PAU:—30,381. For cigars, cigarettes, stogies and tobacco. August 28, 1914. F. M. Howell & Co., Elmira, N. Y.

RATNERS' BIG BIG:—30,382. For cigars. August 28, 1914. Ratner & Ratner, Philadelphia, Pa.

DASBESTE:—30,383. For cigars. August 28, 1914. Ratner & Ratner, Philadelphia, Pa.

MARY PICKFORD:—30,384. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 29, 1914. Wm. Steiner Sons & Co., New York, N. Y.

SADORUS:—30,385. For cigars. August 31, 1914. Central Cigar Box Co., St. Louis, Mo.

NATIONAL TRADEMARK:—30,386. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 31, 1914. Pasbach-Voice Litho. Co., New York, N. Y.

CORABELLE:—30,387. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 31, 1914. Pasbach-Voice Litho. Co., New York, N. Y.

NEW HANOVERIAN:—30,388. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 31, 1914. Cletus A. Price, Hanover, Pa.

CANTON'S ORIOLES NEST NO. 745:—30,389. For cigars, cigarettes and tobacco. September 1, 1914. J. J. Heim, Canton, O.

MENTELLA:—30,390. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 1, 1914. Pasbach-Voice Litho. Co., New York, N. Y.

LEVI WOODBURY:—30,391. For cigars, cigarettes, stogies and tobacco. September 2, 1914. F. M. Howell & Co., Elmira, N. Y.

CADORA:—30,392. For cigars. September 3, 1914. John H. Longstreet, York, Pa.

ARAZ:—30,393. For cigarettes and tobacco. September 3, 1914. A. H. Sarkisian, Bridgewater, Mass.

GUN BUGE:—30,394. For cigarettes and tobacco. September 3, 1914. A. H. Sarkisian, Bridgewater, Mass.

EL ESCORTO:—30,395. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 3, 1914. Pasbach-Voice Litho. Co., New York, N. Y.

WAR PIPS:—30,396. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 4, 1914. F. Vega & Co., Chicago, Ill.

TRIPLE ENTENTE:—30,397. For cigars. September 4, 1914. Luckett, Luchs & Lipscomb, Philadelphia, Pa.

HELP US GET RICH BY SMOKING CORAZA CIGARS:—30,398. For cigars. September 4, 1914. Coraza Cigar Co., Milwaukee, Wis.

DOLLY MADISON:—30,399. For cigars. September 5, 1914. John H. Witter, Newmanstown, Pa.

CHISCA:—30,400. For cigars, cigarettes and tobacco. September 5, 1914. C. C. Ritnour, Memphis, Tenn.

EUAN LOSKIEL:—30,401. For cigars. September 8, 1914. Pasbach-Voice Litho. Co., New York, N. Y.

GOOD IDEA:—30,402. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 8, 1914. J. W. Minnich & Son, Dallastown, Pa.

BEST IDEA:—30,403. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 8, 1914. J. W. Minnich & Son, Dallastown, Pa.

SENOR DE PATIO:—30,404. For cigars. September 10, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

GEN. CANTINTO:—30,405. For cigars. September 10, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

FLAG HEADS:—30,406. For cigars, cheroots and stogies. September 10, 1914. Union-American Cigar Co., Pittsburgh, Pa.

DELINDA:—30,407. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 10, 1914. Pasbach-Voice Litho. Co., New York, N. Y.

HOWARD CASELL:—30,408. For cigars. September 10, 1914. Fehsenfeld Cigar Co., Baltimore, Md.

SPEEDOMETER:—30,409. For cigars. September 10, 1914. A. Batens & Co., Detroit, Mich.

OVAL SEAL:—30,410. For cigars, cigarettes, cheroots and stogies. September 12, 1914. S. C. Edwards, Pittsburgh, Pa.

Design registered September 12, 1914, for cigars, cigarettes, cheroots and stogies, by S. C. Edwards, North Side, Pittsburgh, Pa.

INFRINGEMENT NOTICE

The trade is warned against Using, Selling or Handling any of the U. S. Patents, or parts thereof, as follows:

No. 1,107,643 No. 1,080,883 No. 1,094,193
No. 1,079,466 No. 667,815 No. 947,739
No. 714,855

The Innocent user is equally as liable to damages as the Makers. All Buyers and Users will be prosecuted under the above patents, also a number of which are pending and allowed.

Our Customers ***are*** fully protected against any damage or suits others may claim, which we would assume. Having made over 30 different styles and devices of lids and cases the past 16 years, proves our priority, while others are imitators.

We have long abandoned the ***Old Fashioned Clumsy Metal Bound Glass Lids.*** No up-to-date store wants to degrade their counters by antiquated lids. The modern ***ALL GLASS OR WIRE EDGED*** is in universal demand by leaders in the trade, who know what sells the goods.

P. A. BECKER CO., 132 Cumberland Street, BROOKLYN, N. Y.
Established 1891

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

"OLD DRURY" IS A SELF SELLING CIGARETTE

Willie Collier says, "Every puff a plug." Cork or plain. Write for territory. Old Drury Cigarette Co., 143 West Fortieth Street, New York City.

MONROE ADLER,
CIGAR BROKER,
186 N. La Salle St., Chicago, Ill.
6-17-he

LANCASTER STOGIE COMPANY,
MANUFACTURERS OF HIGH GRADE STOGIES,
120 Water St., Lancaster, Pa.

HIGHEST GRADE OF WHEELING STOGIES—That will please the most exacting smoker, are made by C. A. Kase, Seventh and Main Streets, Wheeling, W. Va.; Factory 33; Established 1895.

M. C. KILLIAN, Reamstown, Pa., manufactures a complete line of cigars of superior quality. Correspondence solicited.

Wanted.

CASH PAID FOR CUTTINGS, SCRAPS & siftings.
Write to H. Adler & M. Meyerson, 332 E. 48th, New York

IMPORTANT NOTICE TO CIGARETTE MANUFACTURERS—We manufacture cigarettes for the trade; we also supply tobacco boxes and labels 25 per cent. cheaper than elsewhere. Brands registered. Write for particulars. Live distributors wanted. The Soter Company, 235 Canal Street, New York City.

WANTED—Unlimited quantities of "Seed Cuttings" and "Siftings." Get our new quotations for cash. Interstate Tobacco Company, Longacre Building, Forty-second Street and Broadway, New York.

Wanted.

CIGAR JOBBERS: We have an exceptionally good three for five-cent proposition to offer to responsible jobbers. Fair & Square Cigar Company, Red Lion, Pa.

WANTED—HAVANA AND SUMATRA TOBACCO STEMS, 100-lb. bales. Give lowest price, and amount you can deliver monthly. Address Box 666, Tobacco World.

Situations Wanted.

CIGAR PACKER FOREMAN—Wishes position. Has fourteen years' experience with leading manufacturers. References. Box 145, Hellertown, Pa.

For Sale.

HAVANA SHORTS—Pure Vuelta; fine aroma. Lopez, 358 E. 78th St., New York.
9-1-tf

FOR SALE—Remedios Havana shorts, pure and clean. Guaranteed A-1, or money refunded. Fifty cents per pound. Edwin Alexander & Co., 178 Water Street, New York.

FOR SALE—Cigar Leaf Scrap made only from all Ohio tobaccos, Zimmer, Gebhart or Dutch. Large cut, sound, clean, dry and ready to work. Samples submitted with quotations. The Buckeye Tobacco Company, Greenville, Ohio.

FOR SALE—Two new Universal Tobacco Stripping Machines. In use only several weeks. Will sell the two machines for $500 to quick buyer. Address P. O. Box No. 236, Reading, Pa.

Failure of A. Kern & Company, Incorporated

A. Kern & Company, Incorporated, who have been manufacturing cigars for several years past with a factory at 109 West Forty-second Street, and more recently at 220 West Forty-second Street, filed a schedule in bankruptcy last week showing liabilities of $6346 and nominal assets of $8666.

This firm made a brand of clear Havana goods known as the "Bernadotte," which had a wide distribution in New York City and up the state. In recent months there has been several changes in the personnel of the company and it was understood that they have also been doing a wholesale cigar business. H. J. Susskind was interested in the concern up to a short time ago.

Victor Malga, representing A. Centeno & Company, 294 Pearl Street, New York City, importers of Porto Rico cigars and leaf tobacco, was in Philadelphia last week, and interested several of the local dealers in this class of goods.

New Wholesale House in San Francisco

San Francisco's new wholesale store, the Pacific Cigar Company, began taking orders and making deliveries of "Luis Martinez" cigars this week. Both Mr. Arkush and Mr. Superstein, who have heretofore been busy with the preliminaries and the getting out of suitable literature, are now in the business of actually selling cigars. They have received a good reception, both the men and goods being already well known to the San Francisco trade. The company is making a strong point of keeping strictly to the wholesale trade. It has no connection with any retail store and is doing no retail or box trade on its own account. This is a winning point, especially with those retailers who have more or less felt the competition of the retail connections of some of the jobbing houses.

ALLEN.

New Cigar Factory for Milwaukee

The Coraza Cigar Company, with factories in Tampa and New York, has recently opened a plant in Milwaukee with a force of sixty hands. It is said that this number will be increased to three hundred. This factory is, according to recent reports, now operated in bond according to the new tariff law relating to this procedure. The new factory is located at Galena and Sixteenth Streets.

Their Milwaukee trade will be handled by Faulkner & Moody, on Grove and Second Streets. The new building at Sixteenth and Galena Streets is being especially equipped for turning out the products.

"IF ITS CIGAR LABELS OR CIGAR BANDS WRITE US"
K·P&V· Kaufman, Pasbach & Voice
ART LITHOGRAPHERS.
COR. GREENWICH & MORTON STS.
NEW YORK.

NEWMANN & GACH - Fancy Connecticut Wrappers and Havana our Specialty - Chicago

CIGARETTE PLANT FOR SAN ANTONIO

Temporary Factory to Manufacture Mexican Tobacco to Be on Military Plaza

SAN ANTONIO, September 10, 1914.

SAN ANTONIO is to have one of the most up-to-date cigar and cigarette factories in the West. Arrangements are being made for the organization of the Pan-American Tobacco Company, with a capital of $50,000. A temporary plant is to be fitted, probably on Military Plaza. Incorporation papers will be sent to Austin, and the machinery for the manufacture of the cigarettes will be installed in September.

The plant will have a capacity of 125,000 cigarettes a day, and will make a specialty of Mexican and shuck cigarettes. The machinery is to be of the latest make, and will be sanitary in every respect. An X-ray sterilizing machine is to be included in the equipment.

O. J. Pacius, promoter of the cigarette factory, said recently: "There is no reason why San Antonio should not have its share of this business.

"The very best tobacco grown in America comes from Mexico, and Mexican cigarettes that cost 25 cents a package can be made in our plant for 10 cents. The duty is 35 cents a pound on this grade of tobacco. We will have the same kind of machines as are used in the factories in the City of Mexico.

"Texas has a great opportunity since the cotton crop for next year may suffer by over-production and a surplus from this year's crop. Farmers should find out if tobacco will thrive in their soil, and if so, plant a big crop next year. Tobacco sells from 15 cents a pound to $3.25 a pound, and yields an enormous return when the grade of the tobacco is high.

Finds Stone Cigar

J. M. Phelps, a farmer of Beelerton, a few miles north of Fulton, Ky., is credited with having in his possession a stone cigar. This cigar, Mr. Phelps says, was found while boring for a well on his farm. The drill had bored through a layer of rock and struck water at the depth of 145 feet. While "pumping out," the cigar was brought up. It is stone and is said to be an exact representative in size and length, of a cigar. The question is whether it is a stone formation or a cigar that has turned to stone.

Big Cigar Plant for Perth Amboy

PERTH AMBOY, N. J., September 3, 1914.

The board of trade has awarded the contract for the erection of a big cigar factory to be occupied by the Porto Rican-American Tobacco Company whose general offices are in New York City. The plant will employ 400 operatives the first year and expects to increase this number to 1200 within a year or two.

According to Sol. Spring, of the Spring Cigar Company, 709 First Avenue, Seattle, Wash., "Charles the Great," the noted product of Salvador Rodriguez, is fast gaining in popularity in that section. Not only are the sales on this brand increasing daily, but Mr. Spring states that since taking on "Charles the Great" he has been obliged to double his weekly shipments in order to keep up with the demand.

"The total tobacco production of Texas amounted to $39,000, and that of Kentucky, a state several times smaller, was $23,000,000. Texas has as good soil and climate and we expect to furnish an ample market."

THE GOOD SHIP BOLD

To see a new brand of nickel cigars launched upon the market is indeed not an uncommon occurrence. To see a goodly number of these brands flounder and sink into oblivion is a frequent result.

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Packing Houses: Strasburg and Lancaster

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Robt. Burns

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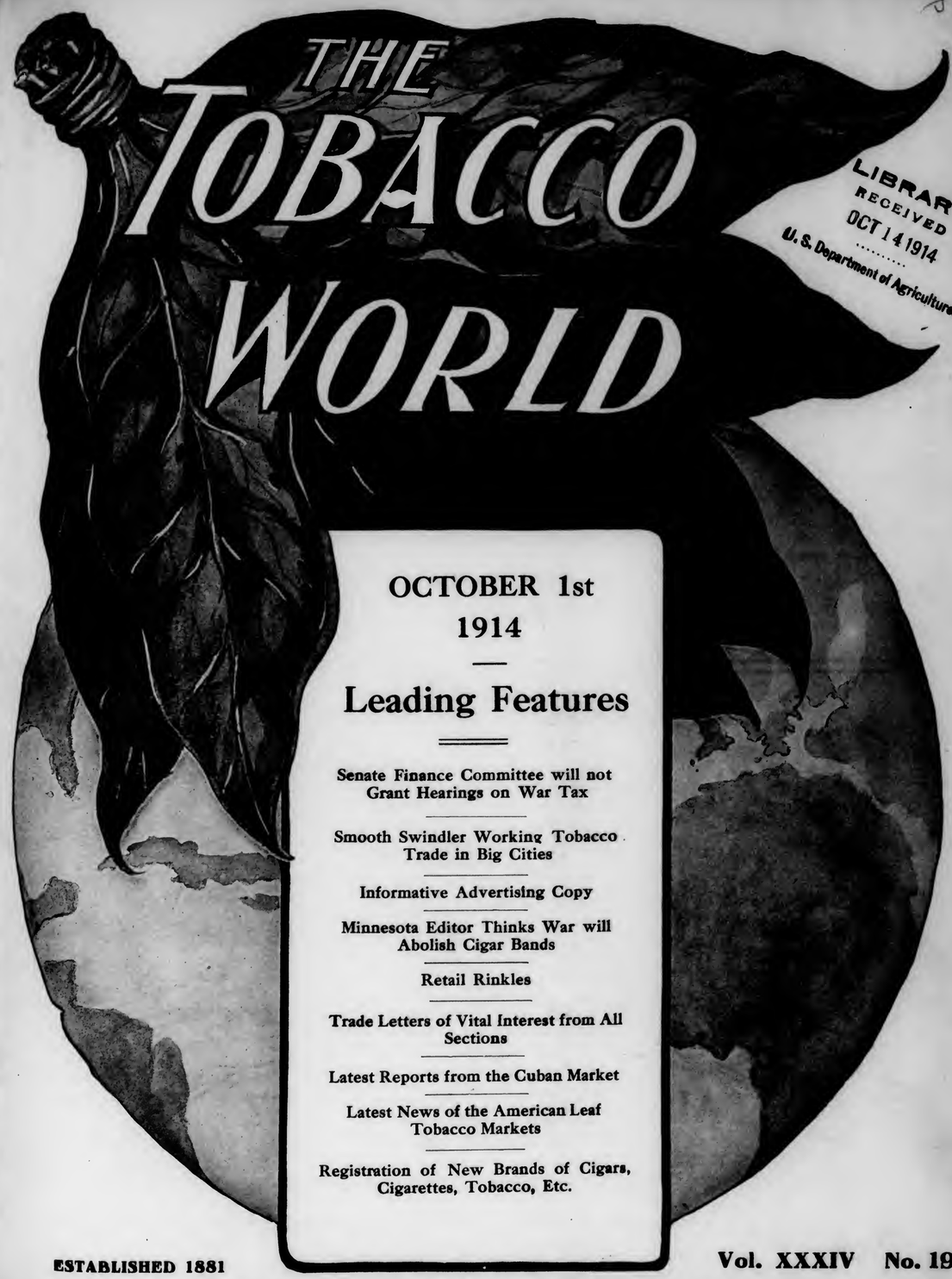

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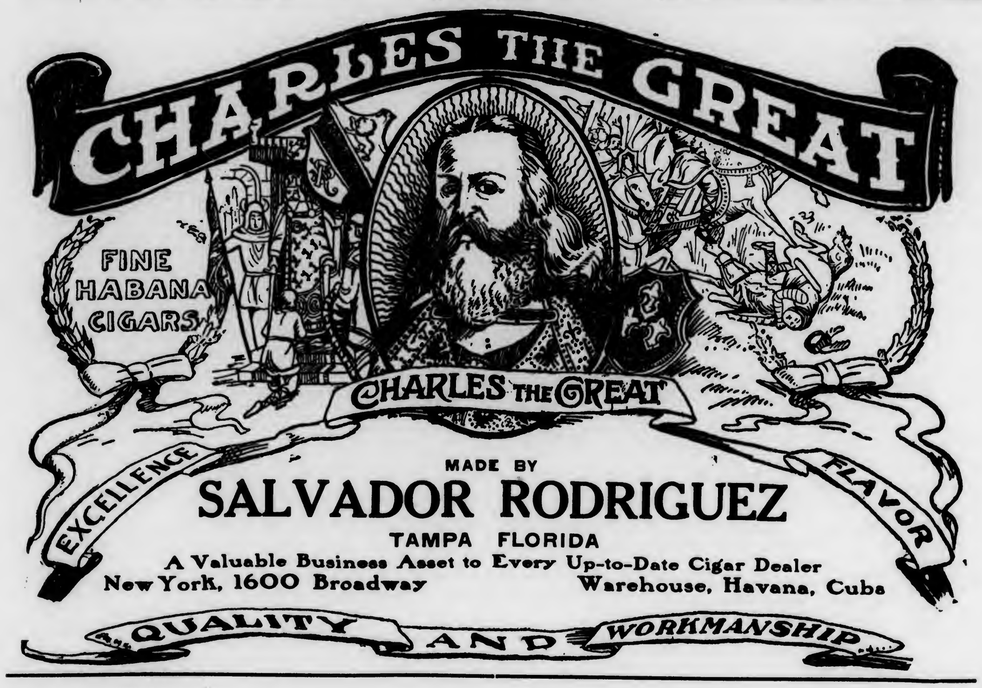

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Packed in a Pocket-proof Package

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14 SIZES

10¢ AND UP

Renowned nationally as Quality Products

ESTAB-LISHED 1871

MADE RIGHT PHILADA.

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INCREASE YOUR SALES IN 1914

BY STOCKING

"Our Principal"

A Nickel Cigar of Merit

Smokes Well

Sells Well

Pays Well

TRY THIS LINE

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Back of **"Our Principal"** brand stand our principles. We believe in putting honest goods in our cigars, we manufacture under the most sanitary conditions.

More dealers sold our leading brand in 1913 than ever before. We will make a new record in 1914.

Write to-day for terms.

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Lopez Hermanos

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Factory: Tampa, Fla.

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maintains its popularity
The
mellowness
and smoothness of the
Cremo blend
suit the taste of a vast
number of smokers

---

20 for 10¢

It's easy to keep on selling OASIS to ALL Egyptian Cigarette Smokers

They buy a box, and come back for more. It's the old story of QUALITY, and OASIS is QUALITY.

We put into its manufacture fine tobacco, long experience and a determination to put out the BEST five-cent cigarette in

Oasis
CIGARETTES

If you want to make the men who smoke Egyptian cigarettes your steady customers, **sell them OASIS.**

Order now.

Two packings—20 for 10c and 10 for 5c, and both fast sellers.

Liggett & Myers Tobacco Co.
NEW YORK CITY

10 for 5¢

A Favorite with the BEST Cigar Stores Restaurants Hotels and Clubs

Manufacturers
PEDRO CASTRO & CO., Tampa, Fla.
New York Distributers
LOUIS G. SMITH & CO., 52 Beaver Street

BACHIAS
Havana Cigars
For Men of Means
Renowned for Uniformity

IDENTIFIED BY THE GREEN AND GOLD BAND
R. A. BACHIA & CO.
47 West Sixteenth St. **New York**

E. H. GATO CIGAR COMPANY
FOR FORTY YEARS THE STANDARD
By Which Clear Havana Cigars Are Judged

Write for Open Territory
Factory: Key West, Fla. New York Office; 203 W. Broadway

JUST A MINUTE!

Every Merchant now and then feels the need of a new 5 cent Cigar—the first chance you have, put in

"COURTELLO"

Without any advertising this Cigar has met with great favor and everybody is talking about it—only lately have we been able to get them fast enough to supply the demand.

We have them in four sizes
LONDRES—INVINCIBLE—PANETELA and LITTLE COURTELLO

REID TOBACCO COMPANY, Milton and Altoona, Pa.

44's' Packed in NEW Cans
ACKNOWLEDGED BY RESULTS
A BUSINESS BUILDER

LONDRES BLUNTS

INVINCIBLES

In placing this can on the market we have followed our well-known Advertising Color, yellow base with red and black lettering.

"44" Cigar Co., Philadelphia

LOVERA

CLEAR HAVANA CIGAR
Made under U. S. Bond by
Jose Lovera Co.
TAMPA, FLA.

BAYUK BROTHERS

FIVE CENT CIGAR
PHILADELPHIA

DIAMOND JOE
TRADE MARK
CIGAR FACTORY
ESTABLISHED 1860

BEST THAT SKILL, ENERGY AND MONEY CAN PRODUCE
H. FENDRICH, Maker, EVANSVILLE, IND.

5c CIGAR

CRESSMAN'S COUNSELLOR 5¢ CIGAR

Countless Consumers Confidently Consume Cressman's "Counsellor"

or, in other words, "they appreciate the 'real thing' in a cigar when they strike it." Quality considered, they know they are smoking the best. Knowing this, Mr. Dealer, can you afford to ignore a brand with the reputation and selling quality embodied in the "Counsellor"? Are you getting your share of that business?

Not until you stock up on this cigar in the right way and push it by "putting your shoulder to the wheel", will you realize to the full what a prolific source of profit it is.

Sell the *Consistent Counsellor Cigar*. It pays.

ALLEN R. CRESSMAN'S SONS, Mfgrs., PHILADELPHIA

CRESSMAN'S COUNSELLOR 5¢ CIGAR

KILLEBREW & MYRICK'S

"TOBACCO LEAF"

The Leading Authority in Book Form

All about Tobacco From the Plant to the Finished Product

500 pages, cloth bound—$2.00 by mail, prepaid

The Tobacco World Corporation

Selling Agents

236 Chestnut St. - - Philadelphia

Fancy Cigar Boxes

made by

Henry H. Sheip Mfg. Co.

Columbia Ave. and 6th St.

PHILADELPHIA

IMITATED

They imitate the name
They imitate the label
They imitate our advertising
They imitate the shape
They imitate the looks

But they can't imitate the quality, the taste, the aroma and the blend

BOLD

cigar stands head and heels

"ABOVE ALL"

in these essential features. They know why they imitate.

BOBROW BROS. - - - - Philadelphia, Pa.

HONESTLY ADVERTISED NOT MISLEADING

LA SARAMITA

Broadleaf Wrapped Havana Cigars

Real Havana Tobacco Skillfully Blended

Pre-eminent by Comparison

THE SHIELDS-WERTHEIM COMPANY, Cleveland

Exact Fac-simile of the Government Stamps on Cigars, Cut Tobacco and Cigarettes, issued by the Government of the Republic of Cuba, according to the Law of July 16th, 1912.

THE ABOVE STAMP IS USED FOR CIGARS AND CUT TOBACCO

All manufacturers are compelled to affix these Stamps on all boxes of Cigars, packages of Cut Tobacco, as well as packs of Cigarettes, which are manufactured by them, and which constitute an absolute guarantee to the smokers, that the Cigars, Cut Tobacco or Cigarettes contained therein, are of Genuine Cuban Origin, made by Expert Havana Cigarmakers and Tobacco Workers.

THE ABOVE STAMPS IS USED ON ALL PACKAGES OF CIGARETTES

The COLOR of THE ABOVE STAMPS is GREEN.

M. E. Canle, 156 Water Street, New York, Representative for the United States, of the Union of Manufacturers of Cigars and Cigarettes of the Island of Cuba, is duly authorized to prosecute any falsification, or colorable imitation of the above stamps by law with the assistance of the Cuban Minister at Washington.

Repeats Like a Winchester

5c.-Rocky Ford Cigars-5c.

Delicious Flavor
Made at our Newark, N. J. Factories

We also manufacture at our several factories located at Pittsburgh, Pa. the celebrated

[Pittsburgh "FAMOUS" Stogies]

The jobber's biggest asset in the 2 for 5c. line.

Our 2 for 5c. and 3 for 5c. lines of CIGARS and STOGIES are so extensive that space does not permit mentioning

Write for full information and prices

UNION AMERICAN CIGAR COMPANY
28th and Smallman Sts. Pittsburgh, Pa.

Graham Courtney

"MILD HAVANA BLEND"

They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company

135 West 42nd Street, New York

EVARISTO HERRERA, SAN MIGUEL 85 HABANA, CUBA

Manufacturer of the celebrated Habana Cigar Brands

Flor de P. A. Estanillo
Flor del Fumar
Elite

Fifth Avenue Cigarettes

The Union Made Cigarette of Quality Bearing Union Label

Ten cents per package of ten. Mouthpiece, Cork Tip, Plain

Live Distributors Wanted

I. B. KRINSKY
207 North 4th Street . . . BROOKLYN

The Standards of America:

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts
Strong, Salt, Sweet and Plain Scotchs

MANUFACTURED BY

GEORGE W. HELME CO., 111 Fifth Ave., New York

G. S. Nicholas & Co.

41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

GREATEST SUCCESS IN HABANA'S CIGAR HISTORY

ROMEO Y JULIETA

RODRIGUEZ, ARGUELLES & CO.

A Success of Quality

THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD

U. S. Representative: Wm. T. Taylor, 93 Broad St., N.Y.City.

CORRESPONDENCE SOLICITED

JUST THINK-5¢ BUYS A
LA FAMOSA
EQUAL TO ANY MILD 10¢
CIGAR

E. Kleiner & Co., Makers, New York

THE KEY WEST CIGAR FACTORY — WEST

THE
Key West Cigar Factory
Factory No. 413, KEY WEST, FLA.

Office and Salesroom:
43 to 47 W. 33d St., New York

HAVANA CUBA CIGARS

Vuelta Abajo "Castaneda"

CASTAÑEDA — TRADE — HABANA — MARK

CARDENAS & CO.
Main Offices and Factory: 102 Galiano Street Havana
London: 114 Grace Church Street
New York: 3 Park Row
DAVE ECHEMENDIA, U. S. Representative

T. J. DUNN & CO.

Makers of

The New Bachelor Cigar

401-405 E. 91st Street, New York

WAR OR NO WAR

You Need Not Worry About Your Wrappers

This Country, Fortunately, Has Produced This Year the Finest Wrapper Crops In Its History

Our Florida-Georgia Crop
IS A PIPPIN

American Sumatra Tobacco Co.

131 Water Street, New York

MADE IN BOND

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

V. Guerra, Diaz & Co., Tampa, Fla.

Established 1867

Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER

Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA. HAVANA CUBA

Like his big 10c. brother

LITTLE WM PENN

is "good thru and thru"

½ the size — ½ the price

A *real* little cigar

5c.

THEOBALD & OPPENHEIMER CO.,
1020 SECOND AVENUE, - NEW YORK.

WRITE US

For Prices and Samples of

High Grade Stogies

Our line is included in the cream of the stogie business

Bock-Stauffer Co.

1111 Penn Ave., Pittsburgh, Pa.

M. MELACHRINO & CO., Inc.

EGYPTIAN CIGARETTES

You Cannot be Mistaken if You Stock the Easiest Sold Cigarettes

M. Melachrino & Co., Inc., are purveyors and supply all the Courts, Embassies, 120 Clubs and 360 Regimental Messes throughout Europe

GRAND DEPOTS OF M. Melachrino & Co., Inc. {London, 8 Regent St., S. W. {Cape Town, South Africa Calcutta, 10 Government Place Alexandria, Rue Cheriff Pacha CAIRO, Head Office and Factory Hamburg, 18-20 Grosse Backerstrasse

AGENCIES IN THE PRINCIPAL CITIES OF THE WORLD PRICE LIST UPON APPLICATION

214-216 WEST 47th STREET, NEW YORK

THE TOBACCO WORLD

Vol. XXXIV. PHILADELPHIA AND NEW YORK, OCTOBER 1, 1914. No. 19.

SMOOTH SWINDLER WORKING THE TOBACCO TRADE IN BIG CITIES

Look Out for a British Fraud—Well Posted on the Trade and Its Members—Working in New York, Boston and Philadelphia

(*Special to "The Tobacco World."*)

NEW YORK, September 29.

THE New York detective force is now on the trail of a clever crook who has victimized several members of the trade by representing himself as a prominent Irish or English tobacconist.

About a year ago, Dave Echemendia, the popular representative of the "Castaneda" cigar, was seated in his office early in the morning, when the telephone rang and a pronounced English voice asked if he was in. Mr. Echemendia answered "Yes," and was informed by the stranger that he was the representative of one of his company's biggest customers in London and that he was at that time at the Cunard dock, having just landed on the "Lusitania," and was en route to Havana. Mr. Echemendia promptly invited him to breakfast with him and in about forty-five minutes the stranger showed up with a flourish at his office.

After a thirty minutes' conversation, in which the Britisher displayed a remarkable knowledge of the cigar and tobacco business in both London and the United States, he informed Mr. Echemendia that he had been temporarily cleaned out in a card game on the ship the night before landing and had cabled London for money. In the meantime would he kindly advance him ten or twelve pounds until his remittance came? Dave would and did. He was to dine with the gentleman that night at the Belmont, to which hotel his money was being transmitted.

Needless to say, when he left the office nothing further was seen or heard of him.

Two weeks ago, about five o'clock in the evening, a well-dressed man stopped in the office of THE TOBACCO WORLD in Philadelphia and introduced himself as J. H. Gallaher, of Gallaher's, Ltd., Belfast, Ireland. He discoursed intelligently on trade conditions, the shipments his company were making of leaf tobacco and plans they were making to enter the field in the United States with a new Turkish cigarette. Stated further that his father was acquainted with the managing editor of the WORLD and asked for him by name.

Being informed that Mr. Kendrick was in New York, he asked for a card of introduction to him, which was given without suspicion. About a week later, a telephone to Mr. Kendrick's club informed him that Mr. Gallaher was at the Belmont Hotel, and that he wanted to drop by a few minutes and see him. This about five o'clock in the evening. An invitation being extended, the pseudo Mr. Gallaher called at the club promptly and stated that he was just in from Chicago, where he had been on a flying trip previous to sailing for Europe on the next Saturday. He presented his card of introduction and talked interestingly on his firm's business in the United States, stating that R. H. Macy & Company were their best customer in New York (which fact he had doubtless learned from a study of the Macy show window on Thirty-fifth Street), and that he was en-

(Continued on Page 22)

SENATE FINANCE COMMITTEE WILL GRANT NO HEARINGS ON WAR TAX

Communications to be Turned Over to Democratic Members—Hope to Expedite Matters in the Senate —Hope to Pass Bill Next Week

WASHINGTON, D. C., September 29.

THAT there will be no hearings allowed on the war revenue tax bill was the decision of the Democratic members of the Senate Finance Committee. It was decided, however, that all communications which have been received since the measure was introduced in the House would be read. For the purpose of expediting the matter, it has been agreed to parcel out the bill among the various Democratic members and to distribute to each all the communications received concerning the specific taxes mentioned in that section. The Senator will read the matter over and then report to the other Democratic members some recommendation upon the tax.

The committee showed some disposition not to hurry the matter, but rather to await some news from the White House as to how much more legislation the President is going to insist upon. It is believed that if the President would consent to adjournment as soon as the Clayton bill and the war revenue bill are enacted the Senate would be willing to receive the committee report on the revenue bill this week and dispose of it some time next week.

CAPITOL.

Continued Protests May Help Retailers

It is evident from the above that there will be no chance for the retailers and cigarette manufacturers to appear before the Senate Finance Committee to protest against the proposed taxation. There is, however, a chance that continued protest by mail may have some effect. Thousands of vendors of other goods who handle cigars and cigarettes for the accommodation of their customers only, will refuse to handle them under the conditions of the tax, as there would be practically nothing in it for them after that was paid. This in individual cases would seem to work no hardship on anyone but the consumer, but consider several nickel brands of cigars that are generally carried by the grocery and allied trades. The manufacturers of these goods would feel the curtailment in the sale of their products at once. This tax is not an equitable arrangement as the burden falls on the class least able to stand it.

Regarding the tax on cigarette manufacturers, as far as numbers are concerned, the majority of the manufacturers employ only a few hands and the tax of twenty-four dollars on the output of such a factory would be out of all proportion.

The tobacco trade is in no condition to be held up for any such sums as has been apportioned to it, and this fact cannot be too strongly impressed. An industry that is already contributing nearly $100,000,000 annually to the treasury should receive due consideration.

The sub-committee of the Senate Finance Committee to consider the section relating to tobacco is composed of Senators Simmons, Williams and Johnson. All protests should be directed to these members without delay, as it is rumored that they plan to add two more classes of tobacco products to those already included in the bill.

THE TOBACCO WORLD

ESTABLISHED 1881

PUBLISHED ON THE 1ST AND 15TH OF EACH MONTH BY
THE TOBACCO WORLD CORPORATION
J. LAWTON KENDRICK, Treasurer

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J. LAWTON KENDRICK ..... Managing Editor
HOBART BISHOP HANKINS ..... Advertising Manager

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Single Copy ..... 15 Cents

ADVERTISING RATES MAILED UPON APPLICATION

Entered as Second Class Mail Matter December 22, 1909, at the Post Office, Philadelphia, under the Act of March 3, 1879.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

FREDERICK HIRSCHHORN, 54th St. and 2nd Ave., New York..President
OTTO EISENLOHR, 932 Market St., Philadelphia ..... Vice-President
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GEO. E. GILLILAND, Wash. ..... Assistant Secretary

Last Call for Cigar Day

This is the last call for National Cigar Day, which will be celebrated October 12th. Don't let your customers catch you napping, but prepare now and lay in a good line of fresh goods that will meet with the hearty approbation of your trade.

Begin the first of the week to placard your window, telling the public that National Cigar Day is October 12th. Suggest to them why they should be free with cigars on that day. Tell them about your useful souvenirs.

Many of the jobbing houses and chain stores in large cities will advertise in the local newspapers on that day, and there is no doubt but what this will have a splendid effect on the smoking public. No smoker who reads the advertisement of his favorite brand in the newspaper on that day will be able to resist the temptation to step out and buy an extra stock to help the cause along.

Don't forget to do some advertising if you possibly can; it will pay big returns.

Feature cigars on October 12th.

Confidence in the Times

Most of the manufacturers in the First and Ninth internal revenue districts are busier than for some time. Orders seem to be continually coming in, and from now until the end of December cigarmakers will be in demand. A glance of the "help wanted" columns of the up-state newspapers verifies this statement.

The activity, which is greater than usual this fall, is due to more reasons than one. True the holiday season is at hand, but the cigars manufactured during the past three months have shown a nice increase over the same months of 1913, although the total production so far this year is still behind that of last year.

Despite conditions which in a country less well established would militate against prosperity, there is a decided confidence springing up and an evidence on the part of manufacturers to return to good times.

The factories are busy with orders and employes are going back to their benches every day. More money is in circulation and there are more cigars smoked now than in some months.

Good times are at hand and the more we talk them and the harder we work for them the sooner they will arrive. Prosperity has no time for the pessimist.

Cigarette Papers Arrive From France

Cigarette papers from Braunstein Freres, the French manufacturers, recently arrived in New York via S. S. "Chicago." They were directed to C. Drucklieb, Inc., the United States representative of this factory. It is stated that in all probability shipments from now on will arrive more regularly.

I. B. Krinsky to Market 5-Cent Brand

I. B. Krinsky, the cigarette manufacturers of Brooklyn, who have established a large trade on "Fifth Avenue" and "Comos" cigarettes, announce that they will shortly market a new five-cent brand. Factory reports indicate that the brands of this firm are now enjoying an extensive distribution.

Many Tobacco Brands for Navy Men

Secretary Daniels has settled the much-discussed tobacco question in the navy by admitting for sale in the ship store afloat and the commissary store at yards all apparently desirable brands on an equal footing with one another.

The method decided upon is to have the chemist at the Brooklyn Navy Yard analyze all samples submitted, and then for the department to enter into contract for furnishing such quantities as may be required of every brand found to conform to the necessary standard of purity.

Liggett & Myers Helping Cotton

The Patterson & Hoffman Cigar Company, of Oklahoma City, have entered the "buy-a-bale-of-cotton" movement and have announced a plan for the purchase of more.

This concern, it is stated, will buy one bale of cotton every time five hundred tins of "Velvet" smoking tobacco are sold.

It is understood that this action is taken under instructions from Liggett & Myers, and that Patterson & Hoffman have been advised to invest all the proceeds from the sale of "Velvet" in cotton, for the purpose of aiding the farmer.

It is further stated that Liggett & Myers intend to follow out that plan in all large Southern cities where "Velvet" is sold.

REVISED WAR REVENUE TAX SHIFTS BURDEN ON MEMBERS OF RETAIL TOBACCO TRADE

Dealers Are to Pay $4.80 Per Annum—Cigarette Manufacturers Taxed $24—Leaf Dealers With Sales of Less Than 1,000 Pounds Exempt.

THE war revenue bill as reported to the House shows several important changes in that section relating to the tobacco trade, and they are radical ones from the old Spanish war bill.

The little joker slipped in at the last minute is one that is arousing protests from retail tobacconists in all parts of the country, but those in other lines who handle tobacco and tobacco products for accommodation are still more perturbed over what they term "gross extortion."

This is the sentence that has caused the commotion: "Dealers in tobacco, not especially provided for in this section, shall each pay $4.80."

Why shouldn't this create an uproar? It includes every dealer in tobacco from the delicatessen man who keeps them for an accommodation to the drug store, fruit stands and billiard parlors.

There are hundreds of stands handling cigars that could not afford to pay such a tax and there are a lot of them that will pass up the business sooner than "come across." Nor can they be blamed.

Another item that has been slipped in is one that reads: "Manufacturers of cigarettes shall each pay $24."

This is going to include a whole lot of cigarette manufacturers who employ, many of them, not more than one or two hands, and such a tax is not an equitable arrangement for them.

There is another paragraph which is going to work a hardship in some sections:

"Manufacturers of cigars whose annual sales do not exceed 100,000 cigars shall each pay $6."

Although it may not be generally known this tax is arousing considerable protest in some sections.

In the cheap cigar districts it will be found that many so-called factories consist of one hand only. Usually a mother or daughter who makes cigars in her home for some manufacturer in the town. Circumstances have made it impossible for the mother or daughter to go to the factory, and so through the philanthrophy of some cigar manufacturer they have been able to take out a factory license and make cigars in their homes during spare moments. Very few such factories turn out more than 50,000 cigars a year and some not more than 25,000. Considering the cost of securing the license and the additional expenses there is nothing in it for the manufacturer who maintains such a factory. It is a stroke of philanthrophy in many cases and the profit is almost negligible. Some manufacturers have anywhere from two to twenty such factories. It is evident that the woman cannot afford to pay this tax of $6, and it is certain that the manufacturer is not willing to pay it. He might if there were only one or two such places to help out, but with a score it is a different matter.

The writer recalls a town of less than 2,500 inhabitants with almost 150 registered cigar factories, of which more than 100 are of the "buckeye" type just described. The enforcement of this law will cause many of the women to lose the additional income from their cigar making, and will in some cases bring distress to homes that have formerly been able to hold together by frugal practices.

The provisions of the new bill as relates to the tobacco industry are as follows:

(Continued on Page 20)

Christmas Packings for Jobbing Trade

The time is now at hand when the jobbing trade is alert to connect with attractive lines of Christmas packings, and on another page of THE TOBACCO WORLD will be found the announcement of two very attractive boxes of Christmas goods which can be ordered for delivery for the holiday season.

H. L. Haines & Company, of Red Lion, Pa., manufacturers of these goods, are well known to the trade, and have long manufactured cheaper lines of cigars. The packings of "El Luxardo" and "El Merito de Cuba," mentioned in their advertisement, are very attractive and should take well with the consumer desiring a cheap box of cigars.

These goods will retail from twenty-five cents to thirty-five cents the box of ten. Both are banded and Florida-wrapped. The "El Merito de Cuba" brand is long-filler. These goods can be supplied in several sizes and also in packings of twelve instead of ten to the box. If it is desired the factory will supply an assortment of labels and sizes.

The firm has established a reputation by its fair dealings, and their statement that they guarantee satisfaction is a dependable one.

The firm has a special list for jobbers only and interested firms will do well to order early, as the company is already busy with holiday orders. H. L. Haines & Company employ no salesmen and hence are able to sell at a very low price.

No Decision in Matter of Bonded Stamp Wording

Although it has been announced from time to time that "a decision will be rendered in about a week," the Treasury Department thus far has failed to settle the dispute regarding the wording on the bonded stamp.

New York manufacturers who use "team work" have again urged the department to make public its decision, but thus far no word has been received.

When the argument was in full heat, members of the industry using the "Spanish method" and others using the "team work" process of manufacture met in Washington to present the respective sides of the argument. Some of the arguments were so warm that the censor had to use his pencil.

It seems as if the department is uncertain as to a solution which will be satisfactory. At any rate they are still keeping their opinion to themselves.

New York, Tampa, Chicago and Key West manufacturers who use "team work" are anxious to learn where they stand.

On the other hand some manufacturers who use the "Spanish method," now printed on the stamp, declare they will abandon the plan of the bonded factory if cigars manufactured by "team work" are allowed to use the same stamp.

Meanwhile a whole lot of manufacturers are deciding that they will do no bonding until they find out "which way the wind blows."

Bock-Stauffer Busy With High-Grade Stogie Lines

Bock-Stauffer Company, the well-known Pittsburgh jobbers, are very busy at this time with their stogie line, which includes the cream of the stogie business.

They are expecting a heavy demand for the "Red Label" brand of stogies, hand-made and long filler, retailing at three for five cents.

Bock-Stauffer Company will be glad to furnish prices and samples on application. This is a good time of the year to lay in a line of stogies.

PREPARE NOW FOR NATIONAL CIGAR DAY

October 12th is at Hand—Don't Forget Your Souvenirs—Prepare for the Demand With Fresh Stock

WHILE the American League champions are battling with the Braves in Boston for the championship of the baseball world, and the entire nation is paying tribute to the discoverer of this continent, the tobacco trade will have an excellent opportunity to celebrate the birth of National Cigar Day, October 12th.

The fact that the date is Columbus Day, and that at the same time the sporting fraternity will have its interest centered in the struggle for the baseball championship, lends unusual opportunity to the wide-awake dealer for some catchy cards.

Impress on the public that this is the time to "smoke up," that this is the time to donate cigars to their friends, that this is a day that will become an annual event when the smoker will have his sway.

This is "Father's Day"; this is the date when he is entitled to knock down an extra dime on his pay envelope to invest in a Key West or Tampa smoke to celebrate the event. Tell the fathers this. Go after them. Every retailer in the country can get a good amount of additional business if he will make the effort.

It behooves the retailer to be wide-awake and get all he can; they want to make the war revenue tax on tobacco effective November 1st.

Don't forget to play for the ladies. This is the day for them to remember their husbands, sweethearts, sons and brothers with a box of smokes.

Encourage the consumer to remember his friends.

Suggest that they give a thought to the elevator man, the postman, the janitor, and others to whom a cigar or two is a message of friendship and cheer.

Begin now to advertise the National Cigar Day in your window. Some placard as this will serve the purpose:

OCTOBER 12.
NATIONAL CIGAR DAY.
GET YOUR CIGARS HERE.

You can get buttons, pennants and cigar cutters appropriately marked for a very small sum. Full particulars upon application to the National Cigar Day Association, 21 Spruce Street, New York.

These souvenirs will not only attract trade for National Cigar Day, but will make future trade for you. Don't delay, but get in line at once. When you see how big this event is going to take with the smoking public you will be a disappointed man if you are not prepared to handle the trade.

The newspapers are promising to give wide publicity to the day, and one syndicate which controls newspapers in scores of cities will use a special illustrated service on that day.

Begin on Monday to display a good line of cigars in your window, and tell the public WHY you are doing it. Then when the 12th arrives, put your best foot forward and dress your window up the best you know how, and in keeping with the day.

This is a real opportunity.

John W. Merriam was recently entertained in Buffalo, N. Y., at the Motor Island Club House by Harry Foster, of the Noah-Foster Company. At a banquet numbering 160 covers, Mr. Merriam was the guest of honor, and was delicately complimented in that the cigars smoked were those bearing the "Merriam" insignia.

REVISED WAR REVENUE TAX SHIFTS BURDEN ON MEMBERS OF RETAIL TOBACCO TRADE

(Continued from Page 19)

"Sec. 5. That from and after November 1, 1914, special taxes on tobacco dealers and manufacturers shall be and hereby are imposed annually as follows, the amount of such annual taxes to be computed in all cases on the basis of the annual sales for the preceding fiscal year:

"Dealers in leaf tobacco whose annual sales do not exceed 50,000 pounds shall each pay $6. Dealers in leaf tobacco whose annual sales exceed 50,000 and do not exceed 100,000 pounds shall pay $12, and if their annual sales exceed 100,000 pounds shall pay $24. Provided, That dealers in leaf tobacco whose annual sales do not exceed 1,000 pounds shall be exempt from the tax herein imposed on dealers in leaf tobacco.

"Dealers in tobacco, not specially provided for in this section, shall each pay $4.80.

"Every person whose business it is to sell, or offer for sale, manufactured tobacco, snuff, cigars, or cigarettes shall be regarded as a dealer in tobacco; Provided, That no manufacturer of tobacco, snuff, cigars or cigarettes shall be required to pay a special tax as a dealer in manufactured tobacco, snuff, cigars, or cigarettes for selling his own products at the place of manufacture.

"Manufacturers of tobacco whose annual sales do not exceed 50,000 shall each pay $6.

"Manufacturers of tobacco whose annual sales exceed 50,000 and do not exceed 100,000 pounds shall each pay $12.

"Manufacturers of tobacco whose annual sales exceed 100,000 pounds shall each pay $24.

"Manufacturers of cigars whose annual sales do not exceed 100,000 cigars shall each pay $6.

"Manufacturers of cigars whose annual sales exceed 100,000 and do not exceed 200,000 cigars shall each pay $12.

"Manufacturers of cigars whose annual sales exceed 200,000 cigars shall each pay $24.

"Manufacturers of cigarettes shall each pay $24.

"And every person who carries on any business or occupation for which special taxes are imposed by this act, without having paid the special tax herein provided, shall, besides being liable to the payment of such special tax, be deemed guilty of a misdemeanor, and upon conviction thereof shall pay a fine of not more than $500, or be imprisoned not more than six months, or both, at the discretion of the court."

Tobacco Growers Want Aid

LYNCHBURG, VA., September 30.

The Rustburg Union of the Farmers' Co-operative and Educational Society passed resolutions condemning the "buy-a-bale-cotton" movement on the part of local concerns, because local interests have not aided in relieving tobacco growers, whose condition is equally critical as cotton raisers.

This is the first discordant note relative to the cotton situation, and it is not believed that it reflects the sentiment of the tobacco growers, who are dependent largely upon foreign representatives for the sale of their dark tobacco. The planters are being advised to hold their tobacco, which is still uncut, until late in October.

A Splendid "Havana Ribbon" Display

Herewith is a display of "Havana Ribbon" cigars recently shown in the window of a San Francisco retail store. The simplicity of this display, in marked contrast to the overcrowded windows of some of the other stores, attracted wide attention.

Ehrman Brothers & Company are the sole distributors for this brand in San Francisco, which perhaps accounts for the tremendous distribution which the brand has in that section.

Bayuk Brothers, the manufacturers, of Philadelphia, are enjoying one of the biggest years in their history.

Al. Bolton New Eisenlohr Representative

AL. BOLTON has been appointed by Otto Eisenlohr & Brothers to succeed Frank C. Miller as their South Jersey representative. Mr. Miller, it will be recalled, met an untimely death while crossing the railroad tracks in Woodbury some weeks ago. Mr. Bolton will cover the same territory as his predecessor.

Mr. Bolton comes from the National Cash Register Company, and at present is residing in Bridgeton, N. J.

"Havana Ribbon" Sales Heavy

Bayuk Brothers Company report "Havana Ribbon" sales to be most satisfactory, having closed their books for September on the largest month's business ever before experienced by the firm. This condition existed during July and August, but the past month has shown the best figures ever secured, notwithstanding the fact that there are a large number of orders on hand unfilled, owing to the inability to secure sufficient production to meet the increased demand on "Ribbons."

Reports from the various territories are very encouraging; all of the men being very optimistic for a continuance of live business for the balance of this year.

George J. Wemyss, recently appointed to the New England territory, is meeting with gratifying success and is securing a nice increase in business from that section. Mr. Wemyss is presently working with Messrs. Bugbee & Brown, of Biddeford, Me., who are securing a very satisfactory volume of business on the brand.

"Counsellor" Factory to be Enlarged

Work has recently commenced on the addition to the "Counsellor" cigar factory of Allen R. Cressman's Sons, in Allentown, which upon completion will make this building one of the largest in that city.

The present "Counsellor" factory was completed only a few months ago, but the steady growth of the firm's business has been such as to necessitate an immediate increase in the factory's capacity. This addition will conform in height and architecture to the main building.

Harry Boston, of the Wm. Demuth Pipe Company, New York City, was in Philadelphia this week.

Philadelphia Notes

Eugene S. Cochran, representing Geo. W. Cochran, 709 Fourteenth Street, N. W., Washington, D. C., was in Philadelphia.

J. Culver Wolfe, who represents the Waldorf Astoria Segar Company, Ltd., with headquarters in New York, was in Philadelphia this week.

Victor Lopez, who visits Philadelphia in the interest of J. Klorfeim, New York City, manufacturers of "Garcia Grande" cigars, closed some attractive business while here this week.

Chas. L. Staples was in Philadelphia this week, after an extended trip throughout the South and Southwest.

Mr. Staples has had exceptional business on "Hoyo de Monterrey," Havana made, and "Mi Favorita," Key West made cigars.

Morris D. Neumann, of the firm of Neumann & Mayer, manufacturers of "Bella Mundo," "White Knight" and "El Tello," is now on a Western trip, visiting his distributors in the interests of these brands. Mr. Neumann is at present in Nebraska.

Bereavement of Speed S. Goodloe

The many friends of Speed S. Goodloe will regret to learn that the death of his mother recently occurred in Louisville, Ky. She had been in ill health for some time and Mr. Goodloe made frequent trips to her home during the past few months.

Good Demand for "Rey-Oma" Cigars

"Rey-Oma" cigars and "Rey-Oma" ponies are moving very quickly according to the latest reports from Sig. C. Mayer & Company, the manufacturers. Orders for the holiday season are coming in and the factory is busy turning out the goods.

James F. Courtney

JAMES F. COURTNEY, of Madison, Wis., for twenty-five years a travelling salesman for Best & Russell and the American Tobacco Company, and later proprietor of Courtney's Cigar Store at 110 East Main Street, died recently within thirty-six hours after being stricken with pneumonia.

Mr. Courtney was forty-nine years old and had lived in Madison for sixteen years. He was a Mason and prominent in business circles. He was born in Canada and had been engaged in the tobacco business all his life.

The deceased is survived by a widow and four children.

Samuel Gorham

Samuel Gorham, of Providence, R. I., for many years a retailer and wholesaler in the tobacco trade, died recently at his home 236 Knight Street, as a result of pneumonia. He was ill only ten days.

The deceased is survived by a widow and two sons, Judge Howard C. Gorham and Prof. Frederick P. Gorham, of Brown University. Mr. Gorham was eighty years old.

Henry Hamper

Henry Hamper, father-in-law of Robert Mantell, Shakespearean actor, and sales manager of the Globe Tobacco Company, of Detroit, committed suicide on September 13th, by shooting himself at his home, 312 Warren Avenue West. He was seventy years old. Members of his family believe heart disease, with which he had been afflicted for several years, caused him to take his life. Besides the widow, he is survived by two sons and a daughter. One son, Charles M. Hamper, is superintendent of the Globe Tobacco Company, while his brother, Walter Hamper, is general manager. Mr. Hamper had just returned from a six-months' visit at the home of Mr. Mantell, at Atlantic Highlands, New Jersey. In broken health, he had been forced to leave his business last February, but returned home on September 19th, declaring he felt better. A family reunion was being held in celebration of his return. He was born in Ashford, England, in 1844, and has been a resident of Detroit for more than fifty years. About ten years ago he entered the employ of the Globe Tobacco Company as a salesman, and for the last four years has been sales manager. He was prominent in Masonic circles.

Frederick F. Meurer

Frederick F. Meurer, sixty-five years old, a retired manufacturer of cigars, fell dead at Millick and Market Streets, this city, Wednesday afternoon. For years he was in the cigar business at Eighth and Vine Streets. His widow, daughter and two sisters survive. The Meurer home is at 41 North Dewey Street, West Philadelphia.

Last Call for Cigar Day Souvenirs

The National Cigar Day Association, with headquarters at 21 Spruce Street, New York, announces that no souvenirs can be shipped after Wednesday, October 7th. Get in line and send in your orders at once; souvenirs will play a big part in getting the public interested in Cigar Day as an annual event.

SMOOTH SWINDLER WORKING THE TOBACCO TRADE IN BIG CITIES

(Continued from Page 15)

tertaining their buyer at dinner that night. Remained about twenty minutes, and just at leaving, with the utmost sangfroid said, "Oh, Mr. Kendrick, I did not get time to get down to our foreign bank this afternoon, and would like you to accommodate me with $50 till tomorrow noon when you will lunch with me." He got it.

The next day the two known victims met on Broadway and their mutual tales of woe and descriptions of the alleged Gallaher tallied exactly. A visit to Mulberry Street was the outcome. The authorities down there say it's a new game on them.

The most amusing feature of the whole thing is this; about fifteen years ago Mr. Kendrick was swindled in Philadelphia out of ten dollars by a young English crook who represented himself to be from Nottingham, England, the son of a prominent advertiser in his textile journal. About one year later, this young crook was arrested in Philadelphia for swindling the late Robert H. Foerderer, the millionaire leather merchant and Congressman, by representing himself as the son of a great hide merchant in Liverpool. Mr. Kendrick identified him in jail, and he served a sentence of several years.

If memory has not played a sorry trick, the alleged Mr. Gallaher is the same dapper young Englishman or Irishman of fifteen years ago, but with about forty pounds of added weight and the consequent maturity of the elapsed time.

In any event, the man is dangerous and the trade is warned to look out for him. He knows the names and many intimate details of the cigar trade and is extremely plausible.

He stands about five feet eight inches in height, weighs about 170 pounds, and when last seen was dressed in gray cheviot suit, soft felt hat. Has light hair, somewhat thin, and can be particularly noted by very bad teeth, the lower teeth set in gold and upper badly decayed. Speaks in a quick, decisive manner and takes the lead in talking, using a pronounced brogue.

KNICKERBOCKER.

W. J. Masury Resigns From Martin Company

William J. Masury, for the past four years connected with the Martin stores in Davenport, Ia., as window trimmer, has resigned his position with that firm and has accepted one with the C. C. Taft Company, of Des Moines. Mr. Masury, who takes his new position on October 1st, will become head trimmer for the Taft stores, which includes a chain of sixteen establishments.

New Manager for Austin, Nichols & Company

Austin, Nichols & Company have recently announced by circular that L. Relyea has assumed management of the cigar department of that firm. The new chief states that the company will continue to concentrate its efforts on the "Charles Denby" and "Traveler" brands, and that the work of these nickel leaders will be kept up until the market in their territory is fully covered. It is also announced that during this campaign no experiments with new brands will be tried. From this statement it seems that the firm intends to push the popular priced lines and obtain as wide a distribution as possible.

RETAIL RINKLES

Catchy Schemes Used Successfully By Thinking Men To Improve, Enlarge and Popularize Their Business . . .

A novel and yet successful appeal for a good mailing list, has been inaugurated by a retail cigar and tobacco dealer, who is located in the residential section of a large city in an Eastern State.

Skipping Rope for Addresses

Situated near one of the public schools, and realizing that the cooler weather meant the return of the skipping rope for the girls, this dealer conceived the idea of supplying this to any girl who would leave the names and addresses of the members of her family who used tobacco in any form.

This list will be arranged alphabetically, and letters will be sent to the addresses given, stating reasons why this particular dealer can supply better goods at the same price than can the dealers located in the expensive downtown sections.

While practically all the popular brands are on sale, there are several brands manufactured under the dealer's private label, and these will be featured as soon as the confidence of the men smokers can be gained.

* * *

There can scarcely be any doubt, but what the giving of kitchen utensils prove a valuable premium for any class of merchants, and the experience of a number of retail cigar and tobacco dealers throughout all parts of the country has led many merchants of this kind to issue coupons for the redemption of these goods.

Kitchen Utensils as Premiums

These are not carried in stock for the reason that the average smoke shop would not permit their proper display, but when the requisite amount of coupons or sales slips have been turned in, an order is given on some store where these goods are carried in a wide number of designs and makes, and the selection of the article is thus left entirely to the person redeeming the coupons.

In the introductory work, letters and newspaper advertisements with a direct appeal to the housekeeper form the principal means of approach, but the value of window cards must not be overlooked.

* * *

A cigar and tobacco dealer, located a number of miles above the Mason and Dixon Line, where the winters are somewhat long and the amount of ice and snow, with its consequent slippery and unsafe walking, has inaugurated the premium idea by offering a pair of new style creepers for pedestrians.

Creepers for Cash Receipts

These safety devices are fastened over the instep with the points directly below between the heel and ball of the foot. This enables the person to secure the best results, as the prongs can be adjusted for any style of covering worn over the foot, and is the first object to receive the weight of the user.

For the return of a given number of cash register sales slips, a pair of the useful articles are given free, and this premium brings forcibly to mind the fact that the adaptability of any gift enhances its value to the consumer.

It requires a considerable stretch of the imagination to connect embroidery and outlined fancy work with the cigar and tobacco trade, but one dealer in these latter commodities will follow the same plan for extending his business as he used for the year 1913.

Tobacconist Appeals to Women

These plans comprise the giving of table covers, doilies, and other pieces to be used for drawn work, the silk and material for center pieces outlined for fruits and flowers, upon the presentation of a given amount of sales slips from the store of this tobacconist.

The introductory work performed last year consisted of letters sent to the women located in the section where the dealer has his store, and secured from the registry list of voters. This tobacconist, by the way, lives in California.

* * *

The advent of October is an opportunity for wide-awake cigar and tobacco dealers, who are not content to await the arrival of the regular holidays.

Hallowe'en Favors Win Trade

School children are not immune from the temptation to secure Hallowe'en costumes, favors and articles of personal adornment, for the return of coupons or sales slips which will be given by the proprietor of a smokery where father or brother purchases his supply of tobacco and cigars.

The decoration of a window with these goods, which contains a few attractive window cards, should catch and hold the attention of the prospective celebrants, and from the experience of one dealer resulted in increased business, which ought to be carried permanently.

* * *

Monday, October 12th, has been designated as "National Cigar Day" for American manufacturers, and to procure the best results possible and bring the product prominently before the public on this occasion, a well-known clear Havana firm has offered prizes aggregating $500 for the best display of a certain brand manufactured by them.

National Cigar Day Prizes

The number of prizes total twenty-nine, so even though the first prize is not within reach of all, it should spur dealers all over the country to put forth some effort to secure a portion of this liberal offer.

* * *

One of the largest tobacco manufacturers in Detroit, Mich., has been conducting a successful publicity campaign by redeeming thirty-five whole coupons and a newspaper advertisement, for silk hosiery. This method not only secures a good distribution of this firm's product, but also establishes the value of this particular newspaper as an advertising medium.

Redeemed Coupons for Hosiery

Tampa

"Ignacio Haya" New Sanchez & Haya Product—Figures Show Business Improving—Berriman Brothers Increasing Working Force

TAMPA, September 26.

"BUSINESS Is Good," seems to be the general tone of the cigar situation in Tampa. Reports to this effect emanating from the various factories, may readily be believed by a glance at the following figures: During the week ending September 12th there were shipped from Tampa cigars to the number of 4,200,000, while the week ending September 19th totaled 4,615,000, an increase of 415,000.

E. G. Dunlap, who has been connected with the factory of San Martin & Leon for some time, has been obliged to sever his relations with that company owing to ill-health.

During the week ending September 19th, there were imported into this city from Havana, 953 bales of tobacco, 608 bales on the first boat and 345 bales on the second. During the week ending September 26th, 1213 bales were imported into the city.

Perfecto Garcia & Brothers, manufacturers of "La Amita" and "Perla del Mar," report that their new factory is well under way. The estimated cost of the new building, including the installation of a sprinkler system, it is stated, will amount to about $35,000.

E. J. Stachelberg, vice-president and general manager of the Sanchez y Haya Company, reports his salesmen out on the road lining up their holiday orders. Mr. Stachelberg states that he is well pleased with the success with which they are meeting. He also states, that since the trouble across the seas began, they have been procuring their lithographed labels from New York, and their bands from Havana, in which line, the Havana lithographers particularly excel.

A recent visitor to Havana for the inspection and purchase of fine tobacco, was Val. M. Antuono, manufacturer of the "Duke of Belcourt" and "C. H. S." cigars. Reports from this factory state business is good.

Berriman Brothers, manufacturers of the favored "José Vila," are very optimistic. They have already begun making up their holiday goods, and found it necessary within the past week or so, to increase their working force.

José Escalante, who bids for trade through the merits of his well-known "Corina," returned to the city on Thursday last from Havana, following an absence of a couple of weeks. He stated that business there was poor, orders being filled only for the United States and South America. While on the island, Mr. Escalante purchased tobacco amounting to between $35,000 and $40,000.

Jerome Regensburg, of E. Regensburg & Sons, is in town, having recently arrived from New York, where he spent some time on business. Mortimer Regensburg is expected here shortly. Mr. Regensburg plans to visit Jerome for awhile and then go on to Cuba to get an idea concerning the prospects for the new tobacco crop.

Sanchez & Haya have started the manufacture of a new cigar in six sizes, to retail at prices ranging from twenty to fifty cents. This new product will be known as the "Ignacio Haya," having been named after Ignacio Haya, a member of the original firm of Sanchez & Haya "No. 1" cigar factory, of Tampa.

Two Changes for Chicago Manufacturers

Two large changes among the Chicago manufacturers developed during the past two weeks. The first has to do with Grommes & Elston, the large West Side makers of "Ben Bey" and other famous brands. The company will close the factory at Tampa, Fla., where the "Bolano" cigar is made, and in the future manufacture the same at the West Side factory where the "Ben Bey" is made. The entire plant of the company will then probably be bonded, as the "Bolano" is a bonded cigar and the company could not well relinquish this distinction. Grommes & Elston will therefore become the first bonded manufacturers in the city, unless several other manufacturers, who have been considering the move, take action before the first-named company. The move was taken because it has been the wish of Grommes & Elston for some time to concentrate their business, as it is believed greater efficiency in manufacturing and shipping methods can be secured if the entire factory is placed under one roof.

The second case has to do with the Cyrilla Cigar Manufacturing Company, which last week announced the intention of erecting a model cigar factory to accommodate the rapidly growing business of the company. "Cyrilla" cigar is a brand which has been forging steadily to the front during the past year. The yellow and black label is seen in most of the first-class cases around the city, and the cigar has certain qualities which appeal to the discriminate smoker. From all reports, the new factory will be the last word in efficiency. The matter of sanitation and convenience for the workers will also receive a considerable amount of attention when the architect comes to draw the plans.

G. W. W.

Promising Yield of Bahia Tobacco

There are now about 30,000 bales of 70 kilos (154 pounds each) of leaf tobacco now on hand in Bahia, of which a part, however, is already sold. The total annual crop averages 350,000 to 400,000 bales and has reached 600,000 bales. The price received for the crop just over averages about 13 cents per pound f. o. b. Bahia, the poorest qualities bringing perhaps 8 and the best 18 cents. The new crop to be gathered from November to January promises exceptionally well, both as to quantity and quality.

Operations are now being carried on in the completed extension of the Escalante factory at Palmetto Beach. This extension included an addition of 70 feet on three floors and basement, and brings the dimensions of the factory to 189 by 38 feet. Attention is now being given to the erection of one 35,000 gallon tank and one 10,000 tank in connection with the new sprinkler system in the factory.

Good business is reported at the factory of José Llama Company, despite the fact that it is numbered among the youngest factories in Tampa. Satisfactory orders are also reported by F. Lozano, Son & Company; Salvador Rodriguez and P. San Martin & Leon.

Quite a number of orders for holiday goods have been received at the factory of Celestino Vega & Company, where it is stated that business is very satisfactory.

A. L. Cuesta, Jr., left Thursday for Havana, where he will superintend the opening of Cuesta, Rey & Company's extensive tobacco warehouse in that city. Mr. Cuesta's stay is indefinite. It may be for thirty or it may be for sixty days. He will also look after the purchases of tobacco for his company while in the city.

PERFECTO.

Best & Russell Cigar Company Helping Cotton

THE Best & Russell Cigar Company, of Memphis, Tenn., has joined in the Memphis Buy-a-Bale-of-Cotton Plan, which has been adopted by the leading business interests of Memphis. Every cotton-growing territory in the South and Southwest is promoting this scheme in order to relieve the situation caused by the war.

Those who can join in this plan will perform a service for the good of the country, as well as helping many planters who are tobacco growers as well.

The plan as outlined by the Memphis Buy-a-Bale-of-Cotton Committee follows, in part:

"If the South should sacrifice its cotton crop at this moment it would sacrifice many millions in wealth which would otherwise come into this country. If the South can hold its cotton crop, which is this year unusually great and unusually good, it will soon find a tremendous market for it at the conclusion of this war.

"The 1914 crop is estimated to be fifteen million bales. Of this the normal domestic consumption is about six million bales. English mills, still open, will take at least two million bales, and our own mills, which are already preparing to run day and night in an effort to capture the foreign trade, which has heretofore been supplied by Germany and France, should increase their consumption at least four million bales. This leaves a surplus of three million bales to be disposed of in some way so as not to depress the market.

"Cotton planters, who are in financial position to do so, are keeping off the market all that they can, but there is an element among our cotton farmers who are unable to do this. They are in debt, and in order to meet their obligations, are compelled to sell at any price they can get. This is what is known as distressed cotton.

"In order to relieve them, the 'Buy-a-Bale-Plan' has been inaugurated. It is the purpose of this plan to buy one bale of this 'distressed' cotton from as many of these farmers who are in absolute need as possible.

"The cotton you are asked to buy will be stored for you in a cotton warehouse, a warehouse receipt will be issued against it showing the weight, the number, and marks on each bale, completely identifying it. This cotton cannot be taken out of the warehouse until this receipt is surrendered to the warehouse. This receipt will be sent to you. It is a recognized negotiable paper and banks accept them as collateral for loans. It may be transferred by endorsement, just as you would a note. The cost of warehousing and insuring a bale of cotton is about one dollar and fifty cents a bale for a year, varying a little above or below $1.50, according to the location of the warehouse.

"Cotton is not perishable. It may be kept for years without deterioration.

"Coupled with our buying plan is an obligation to reduce the acreage in 1915 forty per cent. This will reduce the supply sufficiently to bring it below the normal demand and insure a good price next year. The war over, prices will go up to 12, 14 or perhaps 15 cents a pound. You can't lose, and you may gain, and there is every probability that you will. You are merely asked to lend a little of your money to this great section upon first-class security."

MINNESOTA EDITOR THINKS ALL CIGAR BANDS ARE MADE IN GERMANY AND NOWHERE ELSE

Article in His Paper States They Are About to Disappear—Evidently Never Heard of American Lithographic Houses

IT is with great astonishment that we read in the Rochester, Minn., *Post*, that cigar bands are to disappear! This wide-awake newspaper states that the European war is making another inroad, and that this time it is to be the elimination of the cigar band, because that article is manufactured in Germany.

This news is very surprising to us, as we find that four of the larger lithographic houses in New York, viz., Wm. Steiner, Sons & Company; Kaufman, Pasbach & Voice; Heywood, Strasser & Voight Lithographic Company and Pasbach-Voice Lithographic Company, Inc., are still doing business and more of it than ever before. The idea of the cigar band being eliminated on account of the war is purest piffle. There are many lines that the war may seriously affect, but it is certain that it is not going to cause the disappearance of cigar bands as long as the battling nations do not bombard New York. The firms mentioned above have served the cigar manufacturers long and faithfully, and far from being eliminated, they are enjoying an era of prosperity such as they have never before experiencd.

Herewith we print the article from the Rochester *Post:*

"Europe's war is making another inroad. This time it is to be the elimination of the cigar band, because that article is manufactured in Germany.

"Prominent cigar dealers throughout the country are announcing that within a short time the cigar bands will disappear, as it is impossible to obtain any more bands from warring Germany.

"The elimination of the cigar band will not only be missed by those smokers who never know the difference between cigars, except by the bands, but by those who won't buy a cigar, unless it has the dainty circlet."

In direct opposition to this statement we print the following, written by a member of the tobacco trade press to *Printers' Ink*, and which was published in that magazine in the issue of September 10th:

"As you probably know, the very best work on cigar bands and cigar box labels is done in Germany, and a very considerable proportion of those products used in the United States comes from that country. There are a large number of label manufacturers in the United States, and those in New York, particularly, who benefit extensively from the cutting off of the importation of these goods from Germany. All these New York firms do German Process work, and they are not only advertising the fact extensively at this time, but are actually getting a tremendous amount of business, which in all probability will never go back to Germany, even should the war cease in a very short time.

American Tobacco Company Takes Long Lease

George R. Read & Company announce that they have leased the entire six-story and basement building at 484-490 Broome Street, containing 52,000 feet of floor space, to the American Tobacco Company for a long term of years.

Chicago

Business Shows General Improvement—Chain Store Owners Seeking New Locations

CHICAGO, September 26.

THE past two weeks cover a period of more than the usual amount of satisfaction on the part of local cigar merchants. The main cause for the big smile which adorns the face of the trade is the action of the Ways and Means Committee of the House of Representatives in deciding not to place a war tax on cigars. This means that a very embarrassing obstacle has been removed from the path of the entire industry, and the result of this knowledge has led manufacturers to go ahead in a manner which would not have been manifest, perhaps, without the stimulation of this threatened danger and then the happy escape.

"The trade press deserves credit for the prompt and vigorous fight which it made against this threatened blow to our business," said one manufacturer, "and I have no doubt but that the spirited articles and strong news stories which appeared in the various journals were responsible for the comparative ease with which we got together this time and opposed the measure as a unit."

Local manufacturers are preparing for the holiday trade and the old question is up as to whether it pays to get out special holiday goods.

The First National Bank Cigar Store has joined the "buy a bale" movement, and has purchased a bale of cotton weighing five hundred pounds at ten cents a pound, and now has the same on display in front of the store on Dearborn Street. The display of the bale of cotton draws large crowds every day and is proving quite an advertisement.

The J. & B. Moos Company, distributors, have started the fall with two heavy campaigns. One of them is on the "Chancellor" cigar, which is being pushed with window displays and advertisements throughout the city. The cigar is experiencing a revival of popularity as a result. The other campaign is on "Frozen Mint" gum, for which the company has the local rights of distribution. The idea of a cigar firm acting as the distributor of gum is a little new, but it seems to be working out in a satisfactory manner in the case of the J. & B. Moos Company.

The advertising campaign on "Subway" cigar, distributed by Sprague, Warner & Company, the wholesale grocers, continues with unabated fury. The cigar is becoming one of the best five-cent sellers in the city, due largely to the heavy advertising as well as to the real merit of the smoke, which has the distinction of being the largest five-cent cigar on the market.

One of the other five-cent cigars which has been attracting much attention of late is the "Big Six" seller of F. Couthoui & Company. The cigar is manufactured in cans by Arnold Tietig & Son, Cincinnati. F. Couthoui, in becoming local distributors, did not expect such a heavy run as has come on this cigar. It is of a variety which makes a strong appeal to a certain class of trade, and wins steady customers by sheer merit.

Business for the past month was reported excellent at the headquarters of Best & Russell. The salesmen in their various districts in the city all had good reports to make as to the outlook for fall business. Especially was this true in the case of several who have been working the rapidly growing districts on the southwest side. C. A. Paulson, manager of the Best & Russell retail stores, is expected back from his belated vacation this week, and further plans for pushing the line of the company may be expected at that time.

Albert Breitung, one of the largest retail store operators in the city, has recovered enough from his strenuous endeavors to get out of the war zone, when he was left stranded on the shores of Europe a few weeks ago, to place in the window of all of his stores a large and comprehensive map showing the operations of the contending armies. The display has been most successful, drawing the attention of the crowds both to the display and to the fine window decorations which Mr. Breitung is careful to see goes with the map.

Robbers entered the cigar store of the United Cigar Stores Company, 4002 West North Avenue, one night last week, and escaped with fifty dollars which they took from the cash register. The clerk on duty tried to resist, but, before he could reach his gun, was grabbed and choked almost to death by the robbers. The police have discovered no clue.

The William F. Monroe Cigar Company is planning a strong sales and advertising campaign this fall and winter on "Flor de Tadema" cigar, which is made by Arguelles, Lopez & Brother. The cigar will appear, it is understood, in a number of new shapes, and in fancy boxes for the holiday trade. Window displays will be placed in the windows of the various stores around the city, and a number of hangers will further advertise the merits of the cigar, for which the company has been distributor for a long time.

From the Best & Russell Company comes the news that N. P. Sanders, salesman of the company, who was injured in an auto accident at Dixon, Ill., while driving with the manager of the hotel several weeks ago, is not much better, and it is now feared at the headquarters of the company that his hurts may be more serious than was at first feared. He has been confined to the hotel in the Illinois city since the accident, as the physicians refuse to permit him to be moved.

The Nathan Fox Company, distributors, have been making rapid progress popularizing "El Baton" cigar, made by the J. C. Newman Cigar Company. The brand is one which has made a lot of good friends, and has a good established following.

"El Roi-Tan" cigar, distributed by Reid, Murdock & Company, has been making good progress also this far this fall. The cigar department of the large wholesale grocery is already rushed with orders and is pushing the factory for more goods, in order that the holiday orders, which will be coming soon, may be filled in the usual prompt and efficient manner.

Schermerhorn & Company, Inc., a firm operating retail stores, announced this week that several new stores would be taken in the downtown district in the near future. The company is now looking for the locations, and will start the new stores as soon as the leases have been arranged.

GUY W. WHITCOMB.

United Company's Safe Robbed

The safe in the United Cigar Store at East Forty-second Street, New York, was opened by some one who knew the combination on Thursday night last. The receipts for the day were stolen.

This is the same store which was attacked by thugs about a year ago and defended by the clerk in a most brilliant manner, who drove the robbers off.

A smoking tobacco firm in Milwaukee, Wis., recently offered a briar pipe with each pail of tobacco which retailed for forty-five cents. Either a bent or straight stem could be selected by the purchaser.

A Dayton Display of "La Saramita" Cigars

Eisenberger Brothers, of Dayton, O., recently had handsome window displays on the "La Saramita" brand of cigars, made by the widely known firm of Shields-Wertheim Company, of Cleveland, O.

Eisenberger Brothers have been highly successful with the "La Saramita" brand, and these results have been duplicated by practically all the jobbers and dealers who handle Shields-Wertheim Company's line.

INFORMATIVE ADVERTISING COPY

Manufacturers Doing Fine Work—Using Best Brains On Preparing Advertisements—Good Results

FIVE years have shown a splendid advance in the character of the advertising copy in use by our leading tobacco and cigar manufacturers, and this fact in itself has done a vast amount to raise the general standard and dignity of the industry.

Not only the consuming public, but the small dealers as well, have been taught many things about the tobacco industry in the careful advertising announcements on which our manufacturers have spent such great sums of money. There was a time when thousands of dealers positively knew nothing about Burley tobacco, Virginia sun-cured, or the shade-grown varieties of the several states. Vuelta Abajo was as Greek to the average cigar clerk.

The masterly copy for advertisements now being prepared with such infinite care has done a great deal to change all this, and the beneficial results are accumulating each year.

A noteworthy example of this was the recent answer to Thomas A. Edison's ill-timed attack on cigarettes. James Zobian, who handles the advertising of the Philip Morris cigarette, a house, by the way, just as honorable, wealthy and high-minded in their line as Edison is in electrical affairs, prepared and published in the leading newspapers as an advertisement a scientific, analytical answer to all of Edison's charges, which not only completely refuted them, but made him appear ridiculous in the eyes of thinking people.

The exquisite color plates of the American Tobacco Company advertising the "Omar" cigarettes have done more to educate the consumer of cheap cigarettes concerning the quaint old Persian poet and philosopher than any other medium of which we could conceive.

The Ayer Advertising Agency struck a new note when they started the campaign on "Prince Albert" tobacco. Their work has been along a more homely line, but the copy has been most convincing and sales-helping.

Recently, we have been particularly struck with the extremely telling copy of Liggett & Meyers Tobacco Company on their "Velvet" brand. If the character of "Velvet Joe," both in the illustrations and text, does not wonderfully help in the sales of this smoking tobacco, then our views of advertising must be entirely readjusted. We do not know whether this copy is prepared by an advertising agency, but if it is we wish to pay our respects right now, and reproduce from the page advertisement in the October "Cosmopolitan" the dainty little poem which heads the vigorous announcement.

I hear a sof' footstep behin' me—
A voice in my ear whispers low,
"I've filled up yo' pipe full o' VELVET—
Yo' know what I want, Uncle Joe."
An' the fust thing I know thar's the kiddie
A'climbin' up onto my knee,
An' while I'm a-lightin' I ask 'im,
"What sort of a tale shall it be?
Thar's one in my pipe now, a-hidin';
Let's smoke him, and then he will jump
Right out of my pipe like a rabbit,
From his home in a ole hollow stump."
"Yo' pipe is jus' chuck full o' stories;
It's 'most like a book, Uncle Joe."
"Yes, Buddy," I says to the kiddie,
"I reckon that's just about so."

Velvet Joe.

It's a hardened customer, indeed, who would not give "Velvet" a trial after looking at the illustration of "Velvet Joe" and his little nephew, and the dog, and then reading the poem.

KAPPAL.

"Lincoln Highway" a New Cigar

The "Lincoln Highway" cigar made its first appearance in Fort Wayne, Ind., at the Commercial Club, where many of the members smoked it with much satisfaction.

The Wayne Tobacco Company manufactures this cigar and expects to popularize it along the line of the proposed highway.

The label of the box is attractive, showing a map of the United States with a red line designating the route of the highway.

Much attention is attracted by S. W. Trott's six-passenger car throughout the city of Baltimore, due to the elaborate manner in which it is decorated with streamers advertising a well-known brand of cigars. Be is known that Mr. Trott represents with a vim, the Eisenlohrs in this territory, and "Cinco" is the brand in question.

Detroit

Cigar Business Continues to Show Increase—"Philip Morris" Cigarettes Best Seller in Detroit—Watson Company Now Controls All Hotel Stands Except the Pontchartrain

DETROIT, MICH., September 25.

"A combination of service and quality in your cigar store will increase your business 100 per cent."

IN a report just issued by one of our national banks mention is made of the various manufacturing industries, showing their condition for the first seven months of the year as compared with a year ago. Mention is made of the cigar industry as follows: "Manufacturers of cigars and tobacco report increased sales over 1913." The fact is that business is considerably ahead, and when the thirty-first day of December rolls around, the net increase for 1914 over 1913 should be at least ten million cigars, which will represent an excellent growth in view of the unsettled conditions due to the war, and in comparison to other lines of trade, some of which have not even held their own, while others have shown a decrease in business.

A representative of the Minimum Wage Commission, in talking with a representative of THE TOBACCO WORLD, paid a compliment to the cigar industry in Detroit. This commission, which was appointed about a year ago by the Governor of Michigan, has been looking into the wages paid to female employees in order to gauge as to whether or not they were receiving a sufficient amount to be self-supporting. While they found in some cases wages to be below what they should be, this particular member of the commission stated that the cigar industry paid better than any other trade which had been investigated; that the manufacturers in Detroit were to be congratulated, not only for their paying the girls well, but for their efforts in making the surroundings so pleasant for them.

Herman N. Schraeder has engaged in the cigar business at 209 South Union Street, Traverse City, Mich.

The E. M. Harris Company, of Detroit, who now conduct a retail store at 119 Woodward Avenue, and who have been in the cigar business for the past thirty-four years, have incorporated for $20,000, the largest and principal holders of stock being Landers Harris, Frank H. Forrest, Ralph Watkins and Frank Watkins; all of whom, excepting the latter, are active. Of this amount, $10,000 is common and $10,000 preferred stock, all of which has been subscribed and $18,132.80 paid in in cash and $10,567.19 in property. The lease on the present store expires May 1, 1915. By that time, however, the company will be operating another retail store in the new David Whitney Building, at Woodward and Grand Circus Park, which is expected to be ready early in January. The company has also closed a deal whereby it will have another retail store in the six-story building that will replace the present old structure at Woodward Avenue and Gratiot Avenue, the northeast corner. The building will be of white terra cotta and be a handsome one in every respect. It is certain that the Harris Company will have at least two stores, both of which are in excellent locations. Two more are under consideration, making a total of four.

The Wayne Cigar Company, of Detroit, makers of the "Niles & Moser Hand-Made," have given up their plan of starting a branch factory in Pontiac, owing to the European war. However, the idea will be carried out later should the war subside. The Wayne is now manufacturing an average of a million cigars weekly.

Salesmen galore have been visiting in Detroit the past ten days, both in the leaf tobacco field and cigars. Among the leaf men have been Fred Singer, Mr. Quanjer, Harry Nathan and O. W. Sartorius.

Cigar men were: Fred Suss, Steinicke & Company; Jack Kelly, with "Aplomas"; Mort Hammer, with "Lucius"; Hi Hammer, with "Julia Marlowe"; Ben Lesser, with "Lozanos"; Mr. Ackerman, with "Webster," and Mr. Sugar, with the "Uppman" line.

Ben Lesser says the "Lozano" brand is doing fine. The jobbers for the state are Lee & Cady, and Mr. Lesser is more than pleased with the excellent manner in which this concern has had the brand distributed in various parts of Michigan.

Mose LaFond has returned from a motor trip to Chicago. While in the Windy City he transacted some business combined with pleasure.

The Albert Cigar Company, of Detroit, has been incorporated with an authorized capital stock of $5000, of which amount $2700 has been subscribed and paid in in property. The principals behind this enterprise are Arthur F. McRener, Thomas Gollan and William F. Sloan.

William Martz, of the Martz-Oakman Company, of Detroit, cigar manufacturers on Cadillac Square, has presented the city with a live monkey, which has been placed in the Zoo at Belle Isle Park. Mr. Martz, by the way, has been renominated as a representative to the State Legislature.

James H. Daily has opened a cigar and tobacco store at Cedar Springs, Mich.

Edward Lichtig, representative in Michigan and Northern Indiana for the Philip Morris Company, has returned from a campaign conducted in Fort Wayne, Ind., and other nearby places. Talking about "Philip Morris" cigarettes, this brand is positively the best selling 25-cent cigarette package in Detroit today. The "little brown package" has certainly won the heart of our best smokers.

One of the handsomest billiard parlors in the state has been opened at 111 East Michigan Avenue, Lansing, Mich., in connection with which there is a cigar department. The place is operated under the name of the "Majestic Billiard Parlors."

Victor Ettlinger, the genial representative of E. Manuel Hoffman & Son, who makes his residence in Detroit, departed from our city on September 22nd for a three-weeks' business trip through the West and Middle West.

Charry S. Sarluy is back from a trip to New York, where he conferred with his house, F. & E. Cranz, relative to next year's plans. This year has been an excellent one for Mr. Sarluy—much better than he even anticipated.

The free automobile offer of the Mazer Cigar Company, of Detroit, has caused quite a stir and is certainly selling a lot of "Miss Detroit" cigars. The Mazer Company will give a 1915 model Chrevolet five-passenger touring car, selling retail at $875, to the person holding the lucky coupon. The stunt is worked this way; every person having six "Miss Detroit" cigar bands is entitled, upon presenting them at any retail store handling the brand, to one coupon. He writes his name on one part of the coupon and drops it in a closed box. Each day these boxes are emptied by the Mazer Company. On October 31st, there will be a smoker at the company's new factory addition on Grandy Avenue, at which time there will be a drawing. There will be as judges three of the city's most prominent men, and whoever has the lucky coupon will get the automobile. The smoker is to be free and a large crowd is expected to be on hand. The contest is in charge of Henry Mazer, who is spending all of his time at the store of McAllister & Smith, 29 Woodward Avenue, who are the jobbers locally for this brand.

(*Continued on Page 30*)

Trade Jottings

C. E. Turner recently visited Jacksonville, Fla., in the interests of Salvador Rodriguez' "Charles the Great."

Tommy Ryan recently visited Lancaster, Pa., where he spent his time boosting the "Girard," manufactured by his firm, Antonio Roig & Langsdorf, Philadelphia, Pa.

Ralph M. Tiffany, Syracuse, N. Y., who features the "Quatility" cigar, reports good business on the "Savarona," manufactured by the Cayey-Caguas Tobacco Company.

"John B. Stetson," manufactured by Sig. C. Mayer & Company, Philadelphia, Pa., is being featured by the Phelps Cigar Company, Omaha, Neb.

A. Urban Shirk, of J. G. Shirk & Son, Lancaster, Pa., is back again in the city following his recent visit to Longport and Atlantic City, N. J.

The Harnisfeger Stores, Indianapolis, Ind., are featuring "Charles Denby" cigar, manufactured by H. Fendrich, Evansville, Ind.

"Tom Keenes" are going well in Kansas City, according to Lon A. Poinsett, of the Oberholtz & Poinsett Cigar Company, that city.

George E. Waters, Salem, Ore., the well-known jobber, stated that in order to take care of the increasing demand for T. J. Dunn & Company's "New Bachelor," he finds it good policy to have shipments continuously on the road.

The Neudecker Tobacco Company, Baltimore, Md., report that they are putting out a case a day on the well-known "44" cigar, manufactured by the "44" Cigar Company, Philadelphia, Pa.

Tom Dean Branyan, representing José Escalante & Company, manufacturers of the well-known "Corinas," was a recent visitor to Omaha, Neb., in the interests of the brand, from whence he departed for Salt Lake City.

T. W. Mitchell is back again in Lancaster, Pa., where it is reported he will engage in the leaf business. Mr. Mitchell was formerly a member of the firm of Mitchell & Ottinger, Florida Havana leaf dealers, Lancaster, but during the past year has engaged in business in Memphis, Tenn.

The Cordove Cigar Company, Denver, Col., has placed its order for Christmas "Osmundos" with Seidenberg & Company, New York. The order is a good one and calls for high-class cigars only, to sell at not less than ten cents and up to $1 each.

Reports from the L. S. Cohn Cigar Company, Butte, Mont., state that splendid business is being done on "Chancellor," "Flor de Baltimore," "La Preferencia" and "Elisardo" cigars, which brands are being distributed by them through Montana, Idaho and a portion of Wyoming and Washington. New accounts are being opened on the four brands each month, and present indications point to their being listed as staples in the not distant future.

Independents' September Meet

THE first fall meeting of the Independent Retail Tobacconists' Association was held on Thursday, September 24th, at Terrace Garden, and brought out a goodly attendance.

President Ike Ochs presided and stated that the association had some most interesting work outlined for the near future, which should lead to influential results.

One of the most interesting developments of the meeting was the disclosure of the fact that there seemed to be a noticeable shortage of small change in New York City, and the association adopted resolutions requesting the Treasurer of the United States to make an immediate investigation along these lines and have issued more money in small denominations for circulation in this city.

The association instructed its counsel, Henry H. Hunter, to communicate with the new Attorney-General Gregory and learn the status of the investigation of the tobacco industry in general, which was temporarily stopped when Mr. McReynolds was appointed to the Supreme Bench.

Strange to say, the members of the association took a favorable view of the national legislation which will put an additional tax on cigar stores, and passed resolutions endorsing the proposed law.

"Joy" Cigar Has Heavy Call

Arnold Tietig, Jr., of Arnold Tietig & Son, Cincinnati, O., manufacturers of the well-known "Joy" cigar, is very enthusiastic over the new idea which his company has adopted, of packing cigars in tin containers. The new process is what is known as "sanitary inverted packing," which excludes contact with the heads of cigars when one or more is taken from the can. "'Joy' cigars," said Mr. Tietig, "are now being packed in a patented hinged covered can with the heads of the cigars pointing downward. This method permits of the customer extracting one or more cigars from the package without coming into contact with the heads of the other cigars."

American Tobacco Company's "Buy-a-Bale" Offer

The American Tobacco Company is to lend its powerful support in making the "buy-a-bale-of-cotton" idea a success. In a letter to its customers, Percival S. Hill, president of the American Tobacco Company, makes the following offer:

"We will purchase, at ten cents a pound, as many pounds of good middling cotton from each of our customers in the above named states, as the aggregate number of pounds of 'Red J.' and 'Penn's Natural Leaf' plug tobaccos, 'Bull Durham' and 'Tuxedo' smoking tobaccos, and 'Sovereign' cigarettes (counting each thousand of 'Sovereign' cigarettes as equal to five pounds of tobacco), shipped direct to such customer from September 20, 1914, to November 30, 1914."

This letter was sent to dealers in Alabama, Arkansas, Florida, Georgia, Louisiana, Mississippi, North Carolina, Oklahoma, South Carolina, Tennessee and Texas. Mr. Hill gave out the following statement:

"It is our plan to render uniform help to our customers in all cotton-growing sections. The brands on which we make this cotton-buying offer have such a large sale throughout these sections that we estimate 10,000 bales of cotton can be bought by our company under this plan."

Robert E. Lane recently visited Portland, Ore., in the course of a Western trip in the interests of the "Partagas" brand.

Plenty of Work in New Brunswick, N. J.

The New Brunswick Cigar Company recently announced through one of the newspapers in New Brunswick, N. J., that it had places for 460 more hands. The exact number of places to be filled were specified as 202 cigarmakers, 101 bunchmakers, 146 strippers and 11 packers.

The company has conserved its space so that it can make room for all learners who apply. Under the system it has recently installed, inexperienced help are advanced as they gain in efficiency before they go on piecework, so that they have an earning power according to their ability before they have advanced in speed.

Futher evidence of better times is found in the announcement that the factory of Janeway & Carpender, across the Raritan in Highland Park, would open on September 21st.

Tobacco Cultivation in German Africa

For some years experiments have been conducted throughout German East Africa in the cultivation of Turkish tobacco for cigarette making, but, up to the present, German manufacturers have been of the opinion that the tobacco produced was suitable only for making cigarettes of an inferior quality. Recent attempts made in Kilmandjaro, however, have had a better result, the tobacco being reported as very good. Moreover, samples obtained at Ouhambara were found to bear comparison with the best grades as regards flavor and combustion. Nevertheless, the efforts of planters in East Africa do not appear to have aroused any interest among German cigar and cigarette manufacturers.

In German Southwest Africa much the same conditions existed at the beginning, but the quality of the product has been improved until, at present, the Protectorate supplies the greater part of the cigars and cigarettes used for local consumption.

Another example of the success of tobacco cultivation may be cited from Kamerun. In 1910, Herr Oldmeyer, of Bremen, placed the sum of $1450 at the disposal of the German Colonial Company as a prize for the first Kamerun planter who produced 100 quintals (22,046 pounds) of tobacco suitable for the manufacture of cigars. This prize was secured in October, 1911, by the Bakossi Plantation Company after the sale at Bremen of 56 bales of the product from that plantation. In 1912 another prize of $725 was offered to the planter who could first put on the Bremen market at least 500 quintals (110,230 pounds) of tobacco grown in the course of one season and sold at a price high enough to assure profits to the plantation. This prize has just been distributed, one-half going to the Bakossi Company and the other to the Kamerun Tobacco Plantation Company, which shipped to Bremen 804 bales and 683 bales, respectively, and marketed them at very satisfactory prices.

There are now seven tobacco plantations in Kamerun, six of which are in the regions of the Manengouba Mountains, served by the Northern Railway, and the seventh in the south, at Yaunde. The exportation of Kamerun tobacco to Bremen has been as follows: In 1910, 56 bales; of the 1911 crop, 412 bales; and of the 1912-13 crop, 1568 bales. Of the latter there are still to arrive supplementary shipments from two or three plantations. It is expected that the crop of the current season will permit the shipment of at least 4000 bales.—*Daily Consular Reports.*

A good demand for the "Cuesta-Rey," manufactured by Cuesta, Rey & Company, Tampa, Fla., is reported by the S. G. Russell Company, Seattle, Wash. They are local distributors for the brand.

DETROIT

(Continued from Page 28)

The Harry W. Watson Company announce the addition of two more stands; one in the new Kresge Building and the Tuller Hotel. The first one should be an excellent proposition; the building itself is eighteen stories high, and is catering only to the most exclusive professional trade; already the very best architects, doctors and dentists have taken space in it, and applications are coming in very fast. The new Tuller, with its 300-room annex, will be one of the largest hotels in the city when it is fully operated, which will be some time this winter. The ground floor is expected to be in readiness by October 15th.

The average person probably does not realize the importance of the Watson Company to the retail cigar industry. Think of it; they now control the cigar stand in every leading hotel in Detroit, excepting that at the Hotel Pontchartrain. They do a jobbing as well as a retail business.

Jay Morehouse, manager of the Oppenheimer cigar store in Battle Creek, Mich., and Miss Violet Welburn, were principals in a very pretty wedding event which took place September 14th. Immediately following the ceremony, the young people left for a wedding trip, which included Detroit and points east. When they returned a week later, Mr. Morehouse's friends had a wholly unexpected reception for him A two-wheel cart had been rigged out and he and his bride were tied together with ribbons, while six of his friends acted as the "horses" and pulled the vehicle down through the main streets. Anyway, it's all over now and Jay is a very much happy married man.

T. A. Wadsworth, cigar box manufacturer, announces that the Wadsworth-Campbell Company succeeds him in the business, the personnel of the enterprise being T. A. Wadsworth, president; John A. Campbell, vice-president; Harold L. Wadsworth, secretary and treasurer, and George Goetz, superintendent.

Sandy Stuart, of the Superior Cigar Manufacturing Company, of Detroit, is on a business trip through the West.

Joseph Muer, maker of the "Swift" cigar, now has Ike Simons boosting his goods through the States of Ohio and New York.

Among our recent visitors was Herman J. Arens, of the Neuman & Mayer Company, of Philadelphia, manufacturers of the popular "Belle Mundo" brand, which is handled in this territory by the Stahl Cigar Company. After working Detroit, Mr. Arens visited Saginaw and Grand Rapids.

After spending a week at the Mazer factory, which concern he represents in the West, Robert Olive went to Chicago and from there to Kansas City, his headquarters.

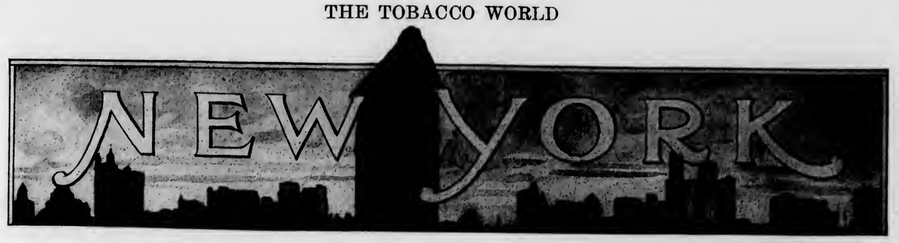
Waltzer & LaPoint, retailers and jobbers of cigars in Mt. Clemens, have opened a bowling alley, which is one of the finest equipped places in the state.

The "Charles Denby" brand, made by H. Fendrich, of Evansville, Ind., is increasing in popularity, especially since Willis Andruss allied himself with the company. He was here recently and did some excellent work in behalf of the brand.

Mr. Pyle, of Pyle & Allen, of Cleveland, was recently in Detroit on his way home from the St. Clair Flats, where he was a guest of George Meigs, Michigan representative for Sanchez y Haya cigars.

E. A. Dixon has been appointed manager of the cigar department at the Edelweiss Cafe, which is now under new management.

AL U. THORNBURG.



Fernando Rodriguez's Illness

THE many friends of Fernando Rodriguez, the general selling agent of the "Charles the Great" factory, and son of Salvador Rodriguez, were deeply concerned last week to learn that he was at the New York Hospital, where he was to undergo an abdominal operation. The operation was a complete success, and on last Thursday Mr. Rodriguez was removed to Port Chester, N. Y., where he is reported to be progressing most favorably.

He was attended constantly during the entire ordeal by his young bride, to whom he was married in Tampa a few weeks ago.

Mr. Rodriguez is one of the most popular members of the cigar trade, and his speedy recovery is the heartfelt wish of his hosts of friends.

F. S. Lucey Back from England

Treasurer F. S. Lucey, of Philip Morris Company, Limited, arrived in New York, Tuesday of last week, from his annual visit to the home offices in London. He returned to America on the "Morgantic" by way of Montreal, and thus was only delayed about a week beyond the time he had planned to be away.

Mr. Lucey is not at all pessimistic about conditions, and his company is doing as heavy a business in the United States as it has ever done. Incidentally, they are also carrying on a most extensive advertising campaign in the newspapers and their copy, which is prepared by James Zobian, it pronounced not only dignified, but most effective as far as results.

Failure of Cohen Brothers

Cohen Brothers, the cigar manufacturers at 345 West Broadway, who have been established for some years, made a general assignment to Hugo Levy, an attorney at 37 Liberty Street, New York, on the seventeenth of September. Jacob M. and Henry Cohen are the members of the firm and they attribute their embarrassment to poor collections.

New Edwin Company's Branches

The Edwin Cigar Company have recently opened two new branches in excellent locations in Manhattan, which are each doing a fine business. One of these is located at the entrance of the Geo. M. Cohan Theatre, on Broadway at Forty-third Street, and they are catching a big line of customers day and night. The other store is at Broadway and 109th Street, practically a new field for this concern, and the reports from this stand are big and promising.

W. B. Cobb, president of the Hernsheim Company, of New Orleans, arrived in New York a few days ago. Mr. Cobb has been doing some fine work in introducing the "King's Court" and "Capulet" brands in the Manhattan market.

Contopoulo Brothers Incorporate

FOLLOWING the recent removal of C. Contopoulo from 26 Park Row to the new store at the southeast corner of Warren and Church Streets, articles of incorporation for Contopoulo Brothers were filed at Albany on September 27th.

The new company is to be known as Contopoulo Brothers, and included in the stockholders is J. Colby, F. Boultree and C. Contopoulo. They have an authorized capital of $50,000, and will not only make two special brands of cigarettes, as previously mentioned in the WORLD, but will also make private brands as heretofore and handle Turkish tobacco.

The showrooms on Warren Street are splendidly located and they have been fitted up in a most ornate manner.

Henry Drucklieb, of the Cado Company, is on his way home from the Pacific Coast, where he has been on a general inspection trip. He has opened up a number of good new accounts on their "56" and "Cado" brands.

Big Demand for Steiner Labels

The war has done much for the house of Steiner in the way of showing the American cigar manufacturers just what an excellent grade of German process cigar labels can be made right here in New York City.

A call at the big establishment at 257-265 West Seventeenth Street, New York, last week, disclosed the fact that Wm. Steiner, Sons & Company are receiving orders daily for several million cigar labels, and they are pushed to the limit to get them out promptly. Punctuality in deliveries is one of the hobbies of the house, however, and they make good on their promises.

The company are also doing a great deal of fine work in cut-out signs, and have recently turned out several most attractive designs in this line, notably the cut-outs for Brummer, Hull & Company, and the Liborio Cigar Company, of Tampa.

H. Duys & Company Get Three Thousand More Bales

Representing the pick of the European market, and to be sold at prices ordinarily prevailing during times of international peace, three thousand bales of Sumatra tobacco, recently arrived, are now in the warehouses of Messrs. H. Duys & Company, the well-known New York importers of Sumatra tobacco. This progressive firm also calls attention to the fact that five hundred bales of Sumatra tobacco are being expected daily via the Holland-American Line.

Elsewhere in this issue, announcement is made to the above effect, and progressive cigar manufacturers who desire to secure themselves against a possible shortage of the tobacco in question, would do well to get into communication with Messrs. Duys & Company at once. The offices of the company, 170 Water Street, are being visited each day by manufacturers anxious to obtain the quota necessary for their needs. The tobacco, as heretofore stated, is the choicest to be found in the European markets.

San Francisco

Buyers Wary of War Tax Measures—European Travelers Slowly Getting Home—"Flor de Moss" Selling Well

SAN FRANCISCO, September 22.

SAN FRANCISCO cigar and tobacco men are again watching Washington this week to see what the final outcome of the proposed war tax measure will be. Reassuring advices had been received a week or two ago, and the local cigar men had come to believe that the tobacco industries would escape the extra taxation this time; but now it looks as though the old habit was too strong for Congress to resist. If, as it now appears, the tobacco trades are to be taxed, the local dealers and distributors would like to know as soon as possible how it is to be distributed and whether or not it will be levied in such a way that it can be passed on to the consumer. Until the matter is finally decided, the uncertainty will have a tendency to make buyers buy as little as possible, this being especially true of manufactured tobacco. Agents for manufactured tobacco lines report that the jobbers have been buying very little ever since the European war broke out and it became evident that this country must levy some sort of an emergency tax. The jobbers do not feel disposed to bear any more of the tax than they can help. There is already an extra charge on Manila importations, due to the war risk and to the increased cost of foreign exchange.

Edward Wolf, of the Edward Wolf Company, wholesalers, of Front and California Streets, who fell and broke his ankle about two weeks ago, is mending rapidly, but will be confined to his home for two or three weeks longer. He has a telephone right at hand, however, and is in constant communication with the office and with such members of the trade as have business to transact with him.

The manufacturers' representatives are showing a lot of activity during the last few weeks, and most of them report that the first half of September is running ahead of the same period last year, and is running far ahead of the business done during August. Apparently, the anticipated results from the European war are not to reach California or other Coast states. Prices for Pacific Coast products have risen in most cases and the general resumption of shipping has made the movement of crops easy. Money is not particularly plentiful, but it is certainly not more scarce than before the war started. The only change noted is that payment is now largely made in greenbacks instead of the hard gold which has heretofore distinguished California from the rest of the country.

The San Francisco cigar and tobacco men who were caught in Europe at the outbreak of the war at the end of July are gradually finding their way home, some of them with all sorts of stirring adventures on the road. Mr. and Mrs. Morgan A. Gunst, who were the first to arrive, came in several weeks ago. Mr. and Mrs. Herman Heyneman, who were in Germany when the trouble started, have just arrived, having spent $2500 in working their way to Holland, to England, and finally to New York and home. Arthur Bachman, at last accounts, had made his way to Rotterdam, Netherlands, and expected to sail for New York on October 3rd. H. Bohls was also last heard from at Rotterdam, but is now supposed to be well on his way home.

A. T. Phillips and C. F. Randall, respectively San Francisco and Los Angeles representatives of the John J. Bagley Company, arrived from the South a few weeks ago for a tour of the Bay district.

H. F. Adams, Western representative of the Benson & Hedges line of cigarettes, has completed his work in Southern California for the time being, and has arrived in San Francisco for a round-up of the trade of this city and its environs.

Al Korn, traveling representative of the "Vega del Rey" cigars, came down from the North last week for a short stay in California. He reports business in the Pacific Northwest as moving along nicely. From San Francisco Mr. Korn will go to Los Angeles, and from that city will go East.

H. Harris, of the office force of H. L. Judell & Company, is now away on a vacation outing. He will return about the end of the month.

Layton & Chase have bought out the cigar and tobacco business of Cornelius & Rauston at Los Angeles, Cal.

Ed Cohen, advertising manager of M. A. Gunst & Company, is now making a tour of the various Gunst stores of the Pacific Coast in company with O. H. Blackman, of New York, advertising counsel for the United Cigar Manufacturers' Company. They will be absent from this city till after the first of October.

The announcement of the completion of plans for the H. L. Judell building at the Panama-Pacific Exposition grounds was followed this week by a similar announcement in regard to the M. A. Gunst & Company building. The contract for the construction of the latter will be let within a week or two. It will be one of the handsomest buildings in the "Concessions" end of the big fair.

W. I. Pixley, Western representative for the Dill line of manufactured tobaccos, reports that the fall shows a fair amount of activity, and that, except for the fear of an increased internal revenue tax, the business would be unusually good. Mr. Pixley hopes that the revenue tax matter will soon be adjusted, after which he looks for one of the best falls in a long time.

C. D. Okerlin has succeeded to the business of Okerlin & Kappas at Oakland, Cal.

Herman Moss, Pacific Coast representative of the S. R. Moss cigar factory, who makes his San Francisco headquarters with H. L. Judell & Company, has left for Portland and other distributing centers in Oregon and Washington. He has had a good early fall trade in California, and believes that the outlook is equally good in the northern end of the Coast.

A. Cohen has bought the cigar store of J. E. Colbert in this city.

Ed Marshall, Western agent for the "Rey Oma" line of cigars, arrived in San Francisco this week for a short visit with the local trade.

C. W. McCormick, representing Y. Pendas & Alvarez, has returned to the Coast from his recent trip to the factory. He is expecting to make a record for "Websters" during the remaining months of the year.

ALLEN.

STATEMENT OF THE OWNERSHIP, MANAGEMENT, ETC., OF "THE TOBACCO WORLD," PUBLISHED SEMI-MONTHLY AT PHILADELPHIA,

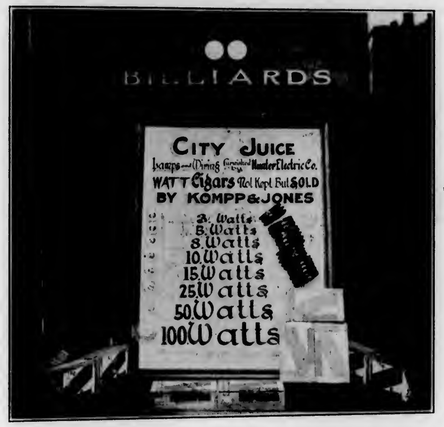
Required by the Postal Laws and Regulations.
By the Act of August 24, 1912.

Name of Editor—J. Lawton Kendrick, Philadelphia, Pa.
Managing Editor—J. Lawton Kendrick.
Business Manager—H. B. Hankins, Philadelphia, Pa.
Publisher—Tobacco World Corporation.
Owners—J. Lawton Kendrick, Estate of S. A. Wolf, K. G. Kendrick.

Known bondholders, mortgagees, and other security holders, holding one per cent. or more of total amount of bonds, mortgages, or other securities: None.

(Signed) J. LAWTON KENDRICK.

Sworn to and subscribed before me
this 25th day of September, 1914.
JOHN M. HOLTON,
(Seal) Notary public.
(My commission expires February 21, 1915.)



The Prize "Watt" Display

A prize was recently offered in San Francisco for the most attractive display of "Watt" cigars, made by Bondy & Lederer, and distributed by the well-known house of H. L. Judell & Company in San Francisco.

The contest was inaugurated by H. L. Judell & Company, and the prize was won by the firm of Wonley, Kompp & Jones, with the display shown herewith.

Pittsburgh

T. C. Jenkins Company to Represent Boltz-Clymer Line—Gilmore Drug Company Doing Well With Its Brands

PITTSBURGH, PA., September 24.

BUSINESS in Pittsburgh has shown quite an improvement during the past month. The dealers are getting ready for a big fall and holiday rush.

Reymer Brothers, Fifth Avenue and Wood Street, have four nice window displays this week. They are featuring a full line of Falk tobaccos, "Cortez" cigars, "Stachelberg's Havana Smokers" and "Florencia," two-for-five stogies. They are also featuring Wellington pipes in the twenty-five and fifty-cent sizes.

T. C. Jenkins Company have been appointed representatives for the "El Palencia" and "El Merito" cigars, manufactured by Boltz-Clymer Company, for Western Pennsylvania. Joseph Raubitschek, who is associated with the Jenkins Company, will give his personal attention to these brands.

The W. J. Gilmore Drug Company report business as very satisfactory. This concern has an up-to-date cigar department. They are distributors for the following well-known cigars: "El Verso," "Girard," "Corina," "Gato," "San Felice," "Roig" and "Steber." They also have a big trade on stogies. They are getting ready for a big holiday rush.

Henry Weiss, of Bondy & Lederer, New York, has been in town the past week in the interest of "Tom Keene" and "Little Barrett" cigars. "Little Barrett" cigars are becoming quite popular in this section. L. Goldsmit, Brother & Company are distributors for these brands.

E. J. Webb, who has been in the cigarette game for the past fifteen years, has left this line and will now go on a dairy farm of five hundred acres. We wish him all the luck and success possible in his new venture.

Wm. Mendel, of the Union-American Cigar Company, was in town for a few days. He reports big business on "Rocky Ford," five-cent cigar, and "Famous," two-for-five stogie.

Love & Megown, druggists, of New Castle, Pa., are making a specialty of their cigar department. They have a special man to tend to this end of the business and carry all of the popular brands of cigars.

Sam Rosen, of Oil City, Pa., was in town for a few days calling on his old friends. Mr. Rosen is distributor for the "Havana Ribbon," "A. J. Cassatt" and "Coiner" cigars, and reports good business on same.

B. W. Berriman, representing Liggett & Myers in this district, has put on a new deal on "Fatima" cigarettes. He is giving away a seal leather case with five packages of "Fatima" cigarettes for seventy-five cents. Mr. Berriman has secured some of the best windows in the downtown section this week. Among them are the Afco Cigar Company and the Seventh Avenue Hotel cigar stand.

Riker-Hageman Drug Company are featuring "Camp" cigarettes this week. They have a very nice window display of same.

The May Drug Company have taken on the "El Roi-Tan" cigars, and will feature same in all their stores.

The Jenkinson Company store at 444 Wood Street has a very nice window display on "El Roi-Tan" cigars.

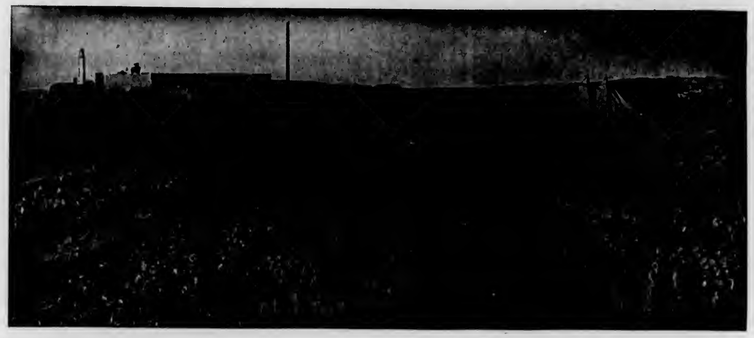
A. Fine, who has the cigar privileges in the Peoples' Bank Building, reports business very good.

The Afco Cigar Company have a very nice window display on "Royal Nestor" cigarettes. This window display is in the form of a fort with six cannons defending it, and is called "Fort Nestor."

J. S. Kerns, who is now in charge of the Antler Hotel cigar stand, says business is satisfactory.

The following visitors were in town: D. S. Mousedale, of Sanchez y Haya; M. G. Sugar, of H. Upmann & Company, Havana; J. M. Cuyar, A. Diaz Company, Tampa; A. M. Lennox, Garcia-Pando Company, Tampa; Leo Schoenemann, Celestino Vega & Company, Tampa; Charles J. Castillo, Liborio Cigar Company, Tampa; A. A. Gumpert, of Gumpert Brothers, Philadelphia; Walter Jones, of H. C. Nolan & Company, Philadelphia; H. G. Solomon, of Solomon Brothers & Stern, New York; C. L. Staples, Park & Tilford, New York; E. A. Waltman, of S. W. Ohmit & Company, Columbia, Pa.; C. L. Dietz, of S. R. Kocher Company, Wrightsville, Pa.; E. W. Klein, of J. W. Merriam Company, New York.

A. J. F.



The Cuban Market

From Our Exclusive Bureau

Havana, Cuba.

HAVANA, September 23.

MAKING into consideration the amount of business handled during the past fortnight, we cannot truthfully report any improvement in our market, although we ought to be now in the height of the season with big transactions. That the clear Havana cigar business in Tampa and Key West is not all that it is cracked up to be, according to the reports from these two cities, is best proven by the arrivals of cigarmakers here; therefore, if business was active in those centres, there ought to be no outflow of idle cigarmakers from there, and on the contrary, we ought to send some from here. This is common sense logic. It strikes us, however, as the greatest foolishness for cigarmakers to come here, when our industry is at it lowest ebb and there are a large number still without employment. Of course, if they are Cubans, out Immigration Commissioners cannot deny them to come back to their native country, and we hope for their own sakes, that they have learned to save up some money, and therefore can afford to wait here a little while, until there is really a demand for their services again in Tampa or Key West, because as far as we are concerned, there is no chance to see an improvement in our cigar factories until the European war should have ended and peace be declared once more, or until we should have a new reciprocity with the United States, which should compensate us by considerably larger exports to the United States, to make up at least a good part of our losses to Europe.

In analyzing the movement of our market and comparing the same with the previous fortnight, we find that the American manufacturers and dealers of leaf tobacco have taken less from us; but, on the other hand, the buyers of the Spanish Regie have purchased a little more, as well as our local cigarette manufacturers. Other conditions are virtually unchanged, prices remain partly nominal for some grades, and buyers still have the advantage in selecting their styles, at almost their own figures, although this is not going to last forever. If the next crop is going to be a small one, and which appears more than probable, on account of the reasons stated previously, there is bound to be a reaction next year.

If the farmers, who have still their crops of tobacco unsold, and including the country merchants, should pool their holdings and form a strong association, like it was done with the Burley crop of Kentucky, then we might see a different aspect of affairs in the future, as in such a case our leaf dealers would also be benefited by such proceedings.

The question is whether the Cuban vegueros can wake up from their despondent state, help themselves, as the Americans do, and simply copy them by joining forces, as there is strength in a union. To rely upon help from our government is simply time wasted, as the politicians are now too busy with the coming elections this fall, and while they may promise anything to get the votes, such promises cannot be relied upon. Besides, our government is neither in a condition to spend money, as the war in Europe has also decreased the receipts of our custom house, and ways and means will have to be found to cover the impending deficit, by higher duties, or taxes.

Sales during the past fortnight totaled 9453 bales, and which split up into: Vuelta Abajo and Semi-Vuelta, 2830; Partido, 2409, and Remedios, 4214 bales.

Buyers were: Americans, 5250; the buyers of the Spanish Regie, 2887; shippers to South America, 170, and our local manufacturers of cigars and cigarettes, 1146 bales.

Exports of leaf tobacco from the port of Havana, for the three weeks ending September 19, 1914, totaled 12,820 bales, which were distributed to the following countries, viz.: To all ports of the United States, 9549; to Toronto, Canada, 5; to Spain, 2820; to London, England, 93; to Amsterdam, 10, and to South America, 343 bales.

Receipts of Leaf Tobacco From the Country.

From Sept. 4, to Sept. 17, 1914.			Since Jan. 1, 1914.	
Vuelta Abajo	15,492	bales	140,937	bales
Semi-Vuelta	3,326	"	25,089	"
Partido	625	"	10,719	"
Remedios	12,679	"	112,083	"
Oriente	35	"	1,385	"
Total	32,127	Total	290,213	"

Buyers of Leaf Tobacco That Come and Go.

Arrivals.—From New York: Charles Kaiser, of Kaiser & Klug; Eduardo Guedalia, of Guedalia & Company; Harry Nichols, of G. W. Nichols & Company, and José Menendez, of José Menendez.

From Tampa: José Escalente, of José Escalente & Company; Val M. Antuono, of Val M. Antuono, and Francisco Gonzalez, of Garcia & Vega.

From Chicago: Bernhard Spector, of Spector Brothers; Ben Rothschild, of Rothschild, Sons & Company; Julius Fernbach, of Julius Fernbach & Company.

From Key West: A. W. Arnold, of Mi Favorita Cigar Company; Antonio Artolozaga, of G. W. Nichols & Company, and E. H. Gato, of the E. H. Gato Cigar Company.

Departures.—To New York: Ladislao Menendez, S. Ruppin, Emilio Cordero, Charles Kaiser and Manuel Rodriguez.

To Tampa: José Lovera, Francisco R. Diaz and José Escalente.

To Chicago: Bernhard Spector.

To Los Angeles: Ben S. Jarrett.

Returned.—Mark A. Pollack and family, and Tomas B. Mederos and family.

(Continued on Page 35)

The Cuban Market

(Continued from Page 34)

Cigars.

The situation of our cigar industry has not improved during the first half of this month, as we have slid back again over five and one-half million cigars, as compared with the same period of last year, and while there have been some shipments besides the United States and Canada, such as England, Australia, South America, and so forth. The greatest surprise to us, however, has been that the United States have cut down their imports from us nearly one million cigars, or almost one-half the quantity of last year. We are usually of an optimistic nature, but in the face of such demoralizing facts we must become pessimistic, and think that either there are some occult, sinister influences working against us, or the conditions in the United States must be far more serious than the trade papers are trying to make us believe they are. What has become of the rich and well-to-do people, can they no longer afford to smoke our cigars? Of course, we can understand that our former good customers, the bankers and brokers of Wall Street, whose business has gone to the dogs through the closing of the Stock Exchange, are unable to smoke imported Havana cigars, owing to the outrageously high protective duties on same, but have nearly all the other rich people become poor also?

H. Upmann, after having been closed for some time, collecting orders in the meantime from the States and Canada, has started up again last week, and is now working with a fair number of cigarmakers.

Romeo y Julieta continues the even tenor of filling the orders which are coming to hand, and has never stopped to work, except that for a time, instead of working the whole week, it did so only for four days each week. The object was to keep the whole force of cigarmakers, and the latter were mighty glad to get at least two-thirds wages, instead of none.

Partagas is one of our busy factories under the changed conditions, being well provided with orders.

Sol has received some fair sized orders from the States, and therefore resumed its interrupted activity in this direction.

Some factories still remain closed, while others are working with greatly diminished forces upon the few orders they may receive. If we can judge by present appearances, the holiday trade this year will be the poorest our manufacturers have ever known.

Leaf Tobacco.

Last year the leaf dealers here had the upper hand, and some contracts which had been made verbally on certain grades, were not kept by some dealers, when the market advanced. This year the boot is on the other leg, and some buyers did not keep their verbal contracts when the market declined. So this is tit for tat and nobody complains. But we heard that some buyers did not want to pay for the goods bought upon the customary payday, alleging that the rates of exchange on the United States were too low, and therefore wanted the leaf dealers to wait until exchange should go up again. This certainly is too sharp a bargain, and is manifestly unfair to the dealers, as the latter must keep their paydays in liquidating their debts, and surely there is no excuse for the buyer when he closed the deal, as he must have been aware of the rate of exchange, and must have figured the difference in the exchange in the price he was willing to pay.

The Spanish Regie has been the savior of some of our leaf dealers in purchasing liberally, through their agents here, Sobrinos de A. Gonzalez, of the low grades of Remedios, at lower rates than before the outbreak of the war, but still fairly good ones, and we understand that some 8000 bales have been bought already, although not all registered or shipped yet. This shall be only a small part of the total which the Regie may need. As the only other buyers of these classes were Germany and our cigarette manufacturers, and the former cannot buy any longer and the latter are more or less handicapped, we are correct in calling the Regie the savior.

Don Rafael Menendez, partner of F. Rocha & Company, died on the twelfth instant, after having suffered for some time, in the forty-second year of his age. His funeral the next day was well attended by the leaf trade, and showed that he had many friends who regretted his untimely demise.

Sellers of importance were: Sobrinos de A. Gonzalez, 1410 bales; F. Rocha & Company, 724; José C. Puente & Company, 615; Selgas & Company, 500; Herrera, Calmet & Company, 300; I. Kaffenburgh & Sons, 300, and Sierra y Martinez, 232 bales.

Buyers of importance were: Bernhard Spector, 1027; S. Ruppin, 1715; Matt Wengler, 1000 additionally; Aleck Goldschmidt, 800; José Lovera, 800; Vivian M. Myers, 800, and C. E. Beck & Company, 284 bales.

Shippers of leaf tobacco from the port of Havana for the last two weeks, ending September 19th, above 200 bales, were:

Sobrinos de A. Gonzalez	2,862	bales
Virgilio Suarez	1,098	"
Maximilian Stern	792	"
Leslie Pantin	543	"
J. F. Berndes & Company	351	"
Ernest Ellinger & Company	339	"
Mark A. Pollack	272	"
Manuel Suarez	229	"
J. Bernheim & Son	210	"

ORETANIV.

D. Serabian & Company Incorporate

D. Serabian & Company, manufacturers of the well-known "Narkid" cigarettes, have recently incorporated under the laws of Massachusetts as D. Serabian & Company, Inc. The firm is now located at 23 Central Street, Boston, Mass.

At the present time an effort is being made to place the "Narkid" cigarette in the leading hotels and clubs of Boston, and reports from the firm indicate that they are meeting with success. The brand is making steady progress and the retailers say that the cigarette is making a hit with the consumer. "Narkid" cigarettes are packed ten in a box, retailing for twenty cents.

Tobacco in the Bahama Islands

Pipe tobacco in small quantities is imported to the Bahama Islands from the United States, but the largest stock comes from England. American chewing tobacco of the kind known as "Navy Plug," sells well. Cigarettes made in Bristol and London, of Virginia leaf, are popular. There appears to be very little demand for American cigarettes. Cigars manufactured in the Channel Islands are brought here by way of London; these are made of Borneo leaf. The Tampa cigar is not in favor in this locality. For tourists a certain quantity of fancy Havana cigars and cigarettes finds it way hither. Some Mexican cigars are also imported. Brierwood pipes, tobacco pouches, lighters and ash trays are of English make; a very few American pipes are on sale.

Key West

Business Revival Shows Many Signs—Mallory Line Re-establishes Passenger Service—Martinez-Havana Company Sends Exhibit for International Exposition

KEY WEST, September 25.

WHILE trade is slowly but surely improving as the season advances, the great revival which was anticipated has not as yet set in. Many of the shops have their orders for the Christmas and holiday trade already on file, and judging from the heavy invoices of box supplies which are being received by some firms, there is going to be a general revival at a very early date.

Wolf's Smoke Shop, S. Wolf's Sons, proprietors, will make a display on National Cigar Day with free cigar cutters as souvenirs of the occasion.

The Martinez-Havana Company is the first local concern to prepare a display for the Panama-Pacific International Exposition; the same will be shipped tomorrow, and after making the rounds of the various handlers of the company's goods, it will be turned over to the commissioner. It will, no doubt, attract a great deal of attention wherever shown. It is in the shape of a magnificent cedar cabinet containing compartments for sixty-two sizes and shapes of the "Flor de Luis Martinez" brand, from the one-half-inch "Midget" to the giant cigar of sixteen inches. The cabinet was made especially for the firm by the Charles Stutz Company, of New York City, and shows the highest perfection of the cigar box makers' art.

Sol. M. Gans, of Max Gans & Son, arrived in town this week, calling on the trade in the interest of his house.

Judge Ramon Alvarez, ex-Deputy Collector of Customs and for many years the Key West correspondent of the "New York Herald" and tobacco trade journals, passed away here on the morning of September 17th and was interred the same day. The deceased was born in Havana in 1850 of Spanish and Cuban parents, and was brought to the United States when quite a youngster and received his education in the schools of the North. He came to Key West in 1873 to accept a position in the Custom House and has resided here ever since, filling many positions in that branch of the Government service. He is survived by four daughters.

Messrs. Eduardo H. Gato, senior and junior, have arrived from the North, where they have been spending their vacation at the popular summer resorts. The former has left for Havana, where he will remain until October 6th, on which date his birthday will be celebrated, when there will be a family reunion. Mr. Gato was born at Santiago de Las Vegas in 1846.

O. W. Van Campen, Southern representative, was a caller at the factory last week, and has since left on a tour of the South in the interest of the "Gato 1871" yellow label. The company is adding two new sizes to their galaxy of shapes, which will be known as "Rosa Especiales" and "Mediators," which will be packed under the "Bouquet de E. H. Gato" brand. Secretary Thomas H. Gato will leave tomorrow for Havana.

D. Hevia, the New York leaf dealer, who has been spending his vacation in Spain, passed through the city recently, being en route from Cuba to Northern headquarters.

Business is in excellent shape at the factory of the Cortez Cigar Company. Factory Superintendent Claude H. Roberts left on Monday for Cuba, where he will join Vice-President Vivian M. Myers, who has been in the Cuban capital selecting and purchasing leaf for the use of his house for several weeks. Arturu Ramos, head wrapper selector, who has been in the employ of the company for the past twenty-three years, passed away on the eighth instant after an illness of a few hours.

Peregrino Rey, of Cuesta, Rey & Company, passed through town recently, being en route from Cuba to Tampa.

Harry Nichols, of George W. Nichols & Company, arrived in town on Saturday, and after a short stay at the factory left on Monday for Cuba, accompanied by Factory Manager Arturo Artulo Zago. The two gentlemen will put in a few days purchasing stock for the use of the Solace factory. The company is getting in by each Mallory steamer healthy invoices of box supplies, which forecasts a brisk fall run.

José Escalante, of José Escalante & Company, of Tampa, was a through passenger to Cuba on Friday, where he will spend a few days selecting and purchasing tobacco which will be used in the make-up of the company's "Corina" brand.

Havana Passenger Agent Elgin F. Curry and A. C. Elgin, local agent of the Florida East Coast Railway System and the Peninsular & Occidental Steamship Company, left on Saturday for Philadelphia, where they will attend the launching of the ferryboat "H. M. Flagler," at Cramps' Shipyard. Through train service from New York to Havana will be inaugurated in January, 1915.

Jaime Pendas, manager of Moreda & Company, got back this week from a short business trip to Tampa. At the factory business is in excellent shape, and orders for immediate and future delivery are coming in at a lively rate and recruiting in the various departments is being made each week. The company's new and handsome factory building on the county road will be completed this month and will be ready for occupancy early in October.

J. W. Ross, representing the R. J. Reynolds Tobacco Company, of Winston-Salem, N. C., was a caller on the local trade on Wednesday in the interest of "Prince Albert" crimp-cut, long-burning pipe and cigarette tobacco. He will leave for Tampa tomorrow.

The Mallory Steamship Line will re-establish on October 11th the passenger service between New York and Key West, which was discontinued about two years ago. The resumption of this schedule will give this city two passenger ships per week to and from the North, which will be highly appreciated by our citizens, but more especially so by those connected with the cigar industry. We will now have passenger boats of this line in the port of Key West from New York on Sunday and Wednesday; from Galveston, Texas, every Tuesday, and from Mobile and Tampa every Saturday. Thanks for the resumption of this time-table is due Captain James L. Rish, who ever since he has taken charge of the company's business here has been urging the calling of the New York-Galveston steamers at this port.

Manufacturer Manuel Cruz got back this week from a business and pleasure trip to Northern and Eastern sections. He was accompanied by Mrs. Cruz. Mr. Cruz secured quite a batch of orders during his outing, and as a consequence the force on the cigarmaking floor of the factory is being increased.

The Ruy Lopez Company have received heavy box invoices during the past two weeks, and the force in all departments has been greatly strengthened and the company has now entered on the active campaign of fall. A substation of the United States Weather Bureau has been established at the factory and the various signals and storm warnings will be displayed from the flagstaff on the grounds in front of the factory.

(Continued on Page 37)

Leaf Tobacco Notes

PENNSYLVANIA

LANCASTER, PA.

If the Lancaster tobacco crop now in the shed goes through the curing process satisfactorily, the growers will pocket from the proceeds of its sale at least $2,500,000, because it is generally conceded that not less than ten cents a pound for wrapper goods and two cents for fillers will be paid. Some of the packers think the price will be higher, but everything on this line will depend upon the general condition of the tobacco market when the time arrives for buying the crop.

The new packing—the 1913 goods—has nearly all passed the sampling stage and will be ready for the inspection of the trade early in October. Tests already made indicate that it will prove very desirable, filler goods being of excellent quality, with a fine flavor. As the 1911 and 1912 packings, now nearly exhausted, have been selling all the way from fourteen and one-half cents to sixteen cents a pound, the new packing is expected to command about the same prices.

KENTUCKY

LOUISVILLE, KY.

The sales this week show a decided increase over those of last week, and values for both burley and dark tobacco are without material recent change.

Weather conditions continue favorable for the crop, and its outcome has been surprisingly gratifying to tobacco growers. Considerable progress has been made in cutting the crop, but the proportion of the crop now housed varies very much in different sections.

The crop of this year will show more than the usual amount of large tobacco, and with favorable weather conditions for a few weeks longer will, no doubt, furnish much tobacco of desirable quality. At this date last year the tobacco crop of 1913 was to a great extent cut and housed.

WISCONSIN

EDGERTON, WIS.

The cool weather during the early part of September has so delayed the ripening of tobacco that the harvest is still under way and is likely to last for a week or ten days. An enormous rain of six inches has flooded a great many fields of standing leaf, doing more or less damage. In localities the storm was a tornado and fifteen to twenty-five sheds filled with new tobacco were destroyed near Cambridge.

Warm weather is maturing the late tobacco as well as assisting in curing the shedded tobacco. Some tobacco undoubtedly has been cut too green during the cool weather when frost signals were sent out, but danger from this source is over for the present.

Some of the new crop has been contracted for in the Orfordville and Footville sections by Janesville dealers, mainly at eleven to fourteen cents and even better for a few choice selections, but the operators have not yet been working.

Growing Demand for Tobacco Warehouse Baskets

News from High Point, N. C., indicates that the tobacco season is a good one and that there is a heavy call for tobacco baskets. The Cecil Manufacturing Company, of High Point, N. C., reports that the continued demand for their product has made it necessary for them to enlarge their plant.

KEY WEST

(Continued from page 36.)

Francisco Fleitas, of S. & F. Fleitas, arrived on this Mallory steamer from New York. Mr. Fleitas has been visiting the trade in Eastern and Western sections in the interest of his house "Homerica" brand, and was successful in booking many fat orders during the trip. On Monday next a large addition will be made to the force and the factory will be quite active from now till the close of the busy seasons of fall and winter.

The stork visited the following families during the month: A son to Eladio Martinez, vice-president of the Martinez-Havana Company. The boy will be named Luis Eladio, after his father and grandfather. Twin daughters to Deputy Collector of Internal Revenue Charles L. Knowles, on twenty-second instant.

M. F. McLeod, advertising manager, and W. D. Tanksley, salesman of the American Tobacco Company, arrived in town today and have inaugurated a vigorous campaign in the interest of "Sovereign" cigarettes.

C. J. Huelsenkamp, formerly engaged in the cigar manufacturing business in this city, but now actively engaged in business in Cuba, arrived in town this week from New York and has since left for Havana.

W. B. Moore, the hustling Southern representative of the P. Lorillard Tobacco Company, arrived in the city yesterday and is calling on the trade in the interest of "Nebo" cigarettes and other products of his house.

Among the marriages of the month were: Miss Lulu Maria Lopez, to Mr. Joseph S. Watkins. Miss Lopez is a daughter of Quintin Lopez, formerly of D. L. Trujillo & Sons, and is a niece of Remigio Lopez Trujillo, superintendent of the Havana-American Company's local factory. Another wedding was that of Miss Jennie Iermain to Mr. Ulric Gwynn. Mr. Gwynn is a nephew of the senior member of Gwynn, Struss & Company, and is also a valued employee of that concern. Both of these marriages occurred on the evening of the 23rd.

INGLACITA.

Cigar Shipments for Two Weeks Ending September 25th. Via Mallory Steamship Line to New York, Mobile, Galveston and the East and West Coasts of Florida.

	Cases
S. Bachman & Co., San Francisco	34
S. Bachman & Co., Los Angeles	2
Cortez Cigar Co., Savannah, Ga.	18
M. A. Gunst & Co., San Francisco,	2
Fred Barman & Bro., Los Angeles,	7
Simon & Salitzstein, Dallas, Tex.,	2
Sam Freund & Co., Waco, Tex.	2
Geo. G. Edloff, Dallas, Tex.	3
Pacific Cigar Co., San Francisco	3
C. L. Knowles, St. Louis, Mo.	2
G. Koen & Co., New Orleans, La.,	1
Wadham & Co., Inc., Portland, Ore.,	2
Groomes & Ulrich, Chicago, Ill.	2
Metropolitan Cig. Co., Denver, Col.,	6
I. & B. Moos Co., Cincinnati, O.	2
Southern Cig. Co., New Orleans, La.,	2
W. H. Harris Grocery Co., Richmond, Va.	4
Mitchell, Fletcher & Co., Inc., Philadelphia, Pa.	2
Missoula Mercantile Co., Missoula, Mont.	3
Rothenberg & Schloss Co., Denver,	3
Hart Cigar Co., Portland, Ore.	5
Moore & Jones, Nashville, Tenn.,	2
Geo. P. Newell & Co., Minneapolis,	2
Capital City Tob. Co., Atlanta, Ga.,	3
E. F. Beale & Sons, Norfolk, Va.,	2
Lowden & Co., New York, N. Y.,	2
Ruy Lopez Co., New York, N. Y.	3
A. Schultz, New York, N. Y.	6
Martinez-Havana Co., New York	7
Geo. W. Nichols & Co., New York,	8
Park & Tilford, New York	31
E. H. Gato Cigar Co., New York	19
United Cigar Stores Co., New York,	12
Godfrey S. Mahn, Philadelphia	6
Dusel, Goodloe & Co., Philadelphia,	5
Duncan & Moorehead, Philadelphia,	2
Smith, Kline & French, Phila.	2
Washington Tob. Co., Wash., D. C.	4
Reymer & Bros., Pittsburgh, Pa.	3
New Jersey Tob. Co., Newark, N. J.,	2
C. L. Knowles, St. Paul, Minn.	2
Cortez Cigar Co., Savannah, Ga	15
Myers-Cox Co., Dubuque, Iowa	2
Tumlin Bros. & Co., Atlanta, Ga.	2
Lamar & Rankin Drug Co., Atlanta,	2
Moreley-Robinson Drug Co., Memphis, Tenn.	2
Lilly, Dungan & Co., Baltimore	4
Union Hotel Co., Baltimore	2
Crescent News & Hotel Co., New Orleans, La.	2
Pacific Cigar Co., San Francisco	11
Houston Drug Co., Houston, Tex.	2
M. A. Gunst & Co., San Francisco,	3
Sam Freund & Co., Waco, Tex.	2
Eugene J. Stoltz, San Francisco	2
S. Bachman & Co., San Francisco	18
Fritz I. Hartzen, New York, N. Y.,	2
John W. Surbrug, New York, N. Y.,	2
Park & Tilford, New York, N. Y.	13
Geo. W. Nichols & Co., New York,	13
United Cigar Stores Co., New York,	16
E. H. Gato Cigar Co., New York	10
Martinez-Havana Co., New York	6
H. F Lyons, New York	4
Ruy Lopez Co., New York	3
T. Wright & Co., St. Louis, Mo.	2
Lowden & Co., New York	3
Rome Tobacco Co., Rome, N. Y.	2
Harris Bros., Atlantic City, N. J.,	3
E. Bradford Clark & Co., Phila.	2
Godfrey S. Mahn, Philadelphia	2
Duncan & Moorehead, Philadelphia,	4
Dusel, Goodloe & Co., Philadelphia,	2
Fuller & Fuller, Chicago, Ill.	2
Chapin & Goss, Chicago, Ill.	2
Mi Favorita Cigar Co., New York,	2
S. Bachman & Co., San Francisco	33
S. Bachman & Co., Los Angeles	2
Louis G. Deschler, Indianapolis	2
Moore & Jones, Nashville, Tenn.,	3
Cortez Cigar Co., Savannah, Ga.	18
Hart Cigar Co., Portland, Ore.	4
Skinner & Knecht, Los Angeles	2
Pacific Cigar Co., San Francisco	8
M. A. Gunst & Co., San Francisco,	2
M. A. Gunst & Co., Los Angeles	3
Hill Brothers, Miami, Fla.	2
Glaser Brothers, San Francisco	4
Fred Barman & Bro., Los Angeles,	2
Valloft & Dreux, New Orleans, La.,	6

Recent Patents of Interest to Tobacconists

1,086,902, Tobacco pipe, L. Demuth, New York, N. Y.

1,086,705, Cigar moistener, F. O. Havener, Parkersburg, W. Va.

1,086,920, Cigar cutter, R. A. Kiefer, Ramsey, N. J.

1,087,022, Humidor, cigar box, H. M. Kreb, Philadelphia, Pa.

1,087,039, Tobacco stemming machine, J. O. Morris, Washington, D. C.

1,086,463, Cigar cutter, M. L. Robbins, New York, N. Y.

1,086,875, Tobacco pipe, W. L. Wallace, Morristown, Tenn.

1,090,995, Match box holder, W. J. Leary, Erie, Pa.

1,091,070, Pocket match safe, J. Mast, Miami, Ariz.

1,091,014, Cigar lighter, G. F. Paldani, Waukegan, Ill.

1,091,083, Cigarette case, M. L. Robbins, New York, N. Y.

1,090,889, Cigarette machine, E. D. Smith, Brooklyn, N. Y.

1,089,457, Tobacco package, E. C. Berriman, Chicago, Ill.

1,090,018, Pocket ash tray, J. H. Bremer, Tampa, Fla.

1,089,629, Cigar pockets, J. J. Dittgen, Madisonville, O.

1,090,036, Pipe, cigar holder, or the like, H. H. Dyer, Somerville, Mass.

1,089,680, Cigarette making machine, R. A. Sloan, Liverpool, England.

1,091,617, Tobacco hanger, J. A. Atkins, Carroll County, Va.

1,091,586, Cigar lighter, J. F. O'Connell, La Grande, Ore.

1,091,775, Cigarette opening device, E. D. Smith, Brooklyn, N. Y.

1,091,607, Tobacco shears, J. A. Weaver, Gap, Pa.

1,088,254, Smokers' utensil, J. H. Astruck, New York, N. Y.

1,088,513, Tobacco pipe appliance, W. H. Baer, New York, N. Y.

1,088,533, Machine for putting tips on cigarettes, A. Cameron, Jr., Richmond, Va.

1,088,325, Pocket Match scratcher, J. M. Cox, Greensboro, Pa.

1,088,335, Cigar package, J. Foege, Richmond, Va.

1,088,604, Tobacco press, J. R. Maxwell, Reedsville, N. C.

1,088,369, Pocket humidor, J. Romano, Rochester, N. Y.

1,087,715, Cigar tuck cutter, G. W. Bowman, York, Pa.

1,087,874, Machine for applying mouthpiece material to cigarettes, P. L. Fowler, New York, N. Y.

1,087,230, Pocket cigarette making machine, D. A. Garwood, Kansas City, Mo.

1,085,847, Match holder for caps, P. R. Burns, Soddy, Tenn.

1,086,277, Match safe, R. L. Clark, Union, W. Va.

1,086,295, Match safe, J. A. Francis, Indianapolis, Ind.

1,085,903, Combined cigar cutter, cigar lighter and advertising apparatus, L. B. Grasberger, Richmond, Va.

1,086,154, Non-refillable cigar box, J. Gagliano, New York, N. Y.

1,090,693, Humidor, C. E. Danforth, West Somerville, Mass.

1,090,472, Cigarette and mouthpiece machine, J. Guenieffet, Paris, France.

1,090,716, Cigar support attachment, E. W. Howe, Washington, D. C.

1,090,747, Tobacco harvester, H. L. Nunnelley, Greendale, Ky.

1,089,308, Automatically lightable cigar and cigarette, L. Besson, Paris, France.

1,089,199, Mechanical match lighter, E. D. Fitzpatrick, Omaha, Neb.

1,088,827, Cigar making machine, J. D. Lacroix, New Orleans, La.

1,089,254, Tobacco pipe, F. T. Murata, Canon City, Col.

1,089,354, Cigar banding machine, F. O. Woodland, Worcester, Mass.

Labels

17,590, "Italian Union Cigar" (for cigars), M. D'urso & Company, Philadelphia, Pa.

17,504, "Smoking Mixture" (for smoking tobacco), Falk Tobacco Company, New York, N. Y., and Richmond, Va.

17,505, "Cigarettes" (for cigarettes), Falk Tobacco Company, New York, N. Y., and Richmond, Va.

17,513, "Egyptian Prettiest" (for cigarettes), Schinasi Brothers, New York, N. Y.

17,555, "Senuela" (for cigars), A. C. Henschel & Company, Chicago, Ill.

17,563, "Boosters" (for cigars), Wechsler & Sterling, Indiana Harbor, Ind.

17,568, "Building Italy" (for cigars), A. Capasso, New Haven, Conn.

17,581, "El Nilo" (for cigars), Saginaw Specialty Company, Saginaw, Mich.

17,583, "Commercial Bouquets" (for cigars), G. Westerfeld, Trinidad, Col.

17,608, "Morris' Pennant" (for cigars), F. A. Morris, Mexico, Mo.

17,611, "William Morton" (for cigars), C. H. Robinson, Chicago, Ill.

17,612, "Adolphus Busch" (for cigars), Wiedmann-St. Louis Cigar Box Company, St. Louis, Mo.

17,537, "Labor Lights" (for cigars), Moehle Lithographic Company, New York, N. Y.

17,538, "La Regenta" (for cigars), Moehle Lithographic Company, New York, N. Y.

17,539, "Mabel" (for cigars), Moehle Lithographic Company, New York, N. Y.

17,540, "Spanish Brown" (for cigars), Moehle Lithographic Company, New York, N. Y.

17,541, "I Should Worry" (for cigars), Moehle Lithographic Company, New York, N. Y.

17,542, "Sweet Vueltas" (for cigars), Moehle Lithographic Company, New York, N. Y.

17,543, "American Union" (for cigars), Moehle Lithographic Company, New York, N. Y.

17,546, "The Old Petri" (for cigars), Petri-Italian-American Cigar Company, San Francisco, Cal.

Prints

3,500, "Every Bite Tastes Right" (for chewing tobacco), R. J. Reynolds Tobacco Company, Winston-Salem, N. C.

3,527, "Sanoma" (for cigars), W. A. Depue, Lansing, Mich.

3,531, "Prince Albert, the National Joy Smoke" (for smoking tobacco), R. J. Reynolds Tobacco Company, Winston-Salem, N. C.

3,534, "Ceroma" (for cigars), W. A. Depue, Lansing, Mich.

3,505, "Berriman Brothers United States Bonded Cigar Factory" (for cigars), Berriman Brothers, Chicago, Ill.

3,510, "It's There With the Punch" (for smoking tobacco), R. J. Reynolds Tobacco Company, Winston-Salem, N. C.

3,511, "First of All" (for smoking tobacco), R. J. Reynolds Tobacco Company, Winston-Salem, N. C.

Copies of above patents may be obtained for fifteen cents each, by addressing John A. Saul, Solicitor of Patents, Fendall Building, Washington, D. C.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 236 Chestnut Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

REGISTRATIONS.

OAKHEART:—30,411. For cigars, cigarettes and tobacco. September 14, 1914. The Moehle Litho. Co., Brooklyn, N. Y.

MADE IN U. S. A.—1776 AND MADE TO SMOKE 3 FOR 5c.:—30,412. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 14, 1914. Forest R. Thomas, Salesville, Ohio.

SANTIAGO HAVANAS:—30,413. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 14, 1914. A. F. Fix & Co., Dallastown, Pa.

MOTOR GIRL:—30,414. For cigars. September 15, 1914. John H. Longstreet, York, Pa.

QUESTION OF QUALITY:—30,415. For cigars, cheroots and stogies. September 16, 1914. Hugo Duisberg, Fourth and Vine Streets, Philadelphia, Pa.

GEN. SIR SMITH-DORRIEN:—30,416. For cigars. September 17, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

GEN. VON KLUK:—30,417. For cigars. September 17, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

GRAND DUKE ALBRECHT:—30,418. For cigars. September 17, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

QUEEN'S RANSOM:—30,419. For cigars, cigarettes and tobacco. September 17, 1914. F. M. Howell & Co. Elmira, N. Y.

ROYAL RANSOM:—30,420. For cigars, cigarettes and tobacco. September 17, 1914. F. M. Howell & Co., Elmira, N. Y.

IMPERIAL RANSOM:—30,421. For cigars, cigarettes and tobacco. September 17, 1914. F. M. Howell & Co., Elmira, N. Y.

RUSSIAN BOY:—30,422. For snuff and smoking tobacco. September 17, 1914. Joseph D. Cohen, Philadelphia, Pa.

UNCLE MIKEY:—30,423. For cigars, cigarettes, stogies, chewing and smoking tobacco. September 18, 1914. W. F. Hinesley, Lexington, Miss.

MOTOR CLUB:—30,424. For cigars. September 18, 1914. John H. Longstreet, York, Pa.

GENERAL VON HERRINGEN:—30,425. For cigars. September 19, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

FORWARD SOCIAL & ATHLETIC CLUB:—30,426. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 19, 1914. The Foster & Hays Co., Milwaukee, Wisc.

BROADWAY JONES:—30,427. For cigars. September 22, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

VAL-MOR:—30,428. For cigars, cigarettes, cheroots, chewing and smoking tobacco. September 23, 1914. Heineman Brothers, Baltimore, Md.

NEUECES:—30,429. For cigars. September 23, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

33rd AQUA-DORES-MICHIGAN:—30,430. For cigars, cigarettes and cheroots. September 24, 1914. Elliot, Ottenheimer & Elliot, Baltimore, Md.

COZY CLUB:—30,431. For cigars, cigarettes and tobacco. September 24, 1914. F. M. Howell & Co., Elmira, N. Y.

SUZI:—30,432. For cigars. September 24, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

ALWYN:—30,433. For cigars. September 24, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

EPPO:—30,434. For cigars. September 24, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

MITY NICE:—30,435. For cigars, cigarettes and tobacco. September 24, 1914. F. M. Howell & Co., Elmira, N. Y.

SINGLE BINDER:—30,436. For cigars, cigarettes and tobacco. September 24, 1914. F. M. Howell & Co., Elmira, N. Y.

EL DOI ALO:—30,437. For cigars, cigarettes and tobacco. September 25, 1914. Rosenzweig & Hoffman, New York, N. Y.

PLAIN BOX:—30,438. For cigars, cigarettes, cheroots and tobacco. September 25, 1914. Lilies Cigar Co., Detroit, Mich.

PETER STEVENS:—30,439. For cigars. September 25, 1914. Clarence B. Kutz, Reading, Pa.

MOR-VAL:—30,440. For cigars, cigarettes, cheroots, chewing and smoking tobacco. September 25, 1914. Heineman Bros., Baltimore, Md.

CORRECTION.

WAR TIPS:—30,396. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Published in the September 15th issue as "War Pips."

TRANSFERS.

COMMON PEOPLE. Registered for cigars. Transferred September 21, 1914, to M. W. Goodell, Binghamton, N. Y., by Snader & Co., Ephrata, Pa.

NARKID:—24,974. For cigars, cigarettes, chewing and smoking tobacco. Transferred September 26, 1914, to D. Serabian & Co., Inc., Boston, Mass., by D. Serabian, Boston, Mass.

Tobacco Interests Advertising for Protection

In some of the local papers of Virginia and Kentucky advertisements have been noticed in the papers calling the attention of the public to the attacks being made on the tobacco industry. One article published in a Kentucky paper calls attention to the attempts that are being made to make the tobacco business unlawful in Virginia, and urges all persons engaged in the tobacco business "to take action as will protect their tobacco interests against the unreasoning and unjustifiable attacks of extremists."

Another advertisement in a Virginia paper calls the trade to arms against any tax whatsoever on the tobacco industry. It adds, "If there ever was a time when the members of the tobacco industry should step lightly and carry a big stick, that time is right now."

It is quite evident that the tobacco trade of Virginia will not be caught napping.

Extensive Cigarette Trade in German China

The cigarette trade in German China has become very extensive, as it caters to the entire Chinese population. The business is handled for the most part by the British-American Tobacco Company. This company has recently established a tobacco farm at Fangtze, where it is proposed to instruct the Chinese in the cultivation of the tobacco leaf.

The Trade Paper

A good trade paper fills a highly important niche in journalism. Not only does it carry the news of the trade, but bears serious relation to the industry itself. In many industries it wields a greater power than any single house in that industry. It operates not only as an effective means by which manufacturers can talk to the trade about their products, but it also acts as a stimulant to higher ideals of business, and keeps down the abuses simply by turning the light on them. There is no question at all about the importance of trade papers when they are under able editorial management and when they have a business policy that is beyond suspicion.—*Printers' Ink.*

THE PUBLIC IS HEREBY NOTIFIED

that I have succeeded to the ownership of the title and brand of ***DOLLY MADISON*** as a brand of cigars. Any imitations or infringements upon same will be vigorously prosecuted.

J. H. WITTER, Newmanstown, Pa.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

"OLD DRURY" IS A SELF SELLING CIGARETTE
Willie Collier says, "Every puff a plug." Cork or plain. Write for territory. Old Drury Cigarette Co., 143 West Fortieth Street, New York City.

MONROE ADLER,
CIGAR BROKER,
186 N. La Salle St., Chicago, Ill.
6-17-he

LANCASTER STOGIE COMPANY,
MANUFACTURERS OF HIGH GRADE STOGIES,
120 Water St., Lancaster, Pa.

HIGHEST GRADE OF WHEELING STOGIES—That will please the most exacting smoker, are made by C. A. Kase, Seventh and Main Streets, Wheeling, W. Va.; Factory 33; Established 1895.

M. C. KILLIAN, Reamstown, Pa., manufactures a complete line of cigars of superior quality. Correspondence solicited.

Wanted.

CASH PAID FOR CUTTINGS, SCRAPS & siftings.
Write to H. Adler & M. Meyerson, 332 E. 48th, New York

IMPORTANT NOTICE TO CIGARETTE MANUFACTURERS—We manufacture cigarettes for the trade; we also supply tobacco boxes and labels 25 per cent. cheaper than elsewhere. Brands registered. Write for particulars. Live distributors wanted. The Soter Company, 235 Canal Street, New York City.

WANTED—Unlimited quantities of "Seed Cuttings" and "Siftings." Get our new quotations for cash. Interstate Tobacco Company, Longacre Building, Forty-second Street and Broadway, New York.

Wanted.

WANTED—For cash, job lots in cigars, union and non-union, in any quality or quantity. Also cheap fillers and binders. Send samples to New Jersey Cigar Co., 807 S. 17th St., Newark, N. J.

WANTED—HAVANA AND SUMATRA TOBACCO STEMS, 100-lb. bales. Give lowest price, and amount you can deliver monthly. Address Box 666, Tobacco World.

Situations Wanted.

ALL AROUND CIGAR MAN—Wants position as packer. Cigar foreman and handling of stock, 15 years' experience. Middle aged, good reference, wages very reasonable. R. R. Croman, 2260 N. 12th St., Phila., Pa.

For Sale.

HAVANA SHORTS—Pure Vuelta; fine aroma. Lopez, 353 E. 78th St., New York. 9-1-tf

FOR SALE—Remedios Havana shorts, pure and clean. Guaranteed A-1, or money refunded. Fifty cents per pound. Edwin Alexander & Co., 178 Water Street, New York.

FOR SALE—Cigar Leaf Scrap made only from all Ohio tobaccos. Zimmer, Gebhart or Dutch. Large cut, sound, clean, dry and ready to work. Samples submitted with quotations. The Buckeye Tobacco Company, Greenville, Ohio.

FOR SALE—6,000 imported labels: 100,000 bands; title "Publicidad"; retiring from business. S. Aarons, 1144 Forty-sixth St., Brooklyn, N. Y.

Girl to Manage Cigar Stand

Miss Ethel Ferguson, who formerly managed the hotel cigar stand in Alva, Okla., has recently been installed as manager of the E. V. Schnoor cigar store in the first block on South Main Street, in Wichita, Kansas.

W. C. Clark, who formerly managed the Schnoor store, has been transferred to the new cigar store which the Schnoor Company has just opened in Oklahoma City.

The Cigar and Cigarette Trade in Central Germany

Owing to the high prices of raw materials and the decreased consumption of cigars in Central Germany, the trade was considerably hindered as in 1912. The trade in cigarettes shows a continuous increase with a growing demand.

The profits of manufacturers have been reduced to a minimum by the increase in wages, the high cost of materials and enormous expenditures for advertising. The profits have also been affected by sharp competition in the trade which has caused lower selling prices.

Daughter of Edward Mosebach Married

The daughter of Mr. and Mrs. Edward Mosebach, of York, Pa., was married on the thirtieth instant, to John F. O'Neill, of 1514 Sansom Street, Philadelphia, Pa.

Mr. and Mrs. O'Neill will reside at 131 Nippon Street, Chestnut Hill, Pa.

Took Cigars With Him

Some time ago, William Selzer, a salesman of Evansville, Ind., remarked jokingly to a friend that when he died he wanted him to be sure and see that some of his favorite cigars were placed in the casket with him.

Mr. Selzer was buried on the 13th, and true to his promise, his friend placed two cigars in the vest pocket of the corpse as it lay in the coffin.

To Reopen Fort Collins Cigar Factory

A deal has been consummated with the creditors of Otto A. Schmidt, of Fort Collins, Col., whereby I. Hagler, of Denver, has secured possession of the stock of cigars and tobacco in the Schmidt Smoke Shop.

Mr. Hagler is a tobacco man of experience, having traveled on the road for the American Cigar Company, as well as having been manager of one of their factories for nine years.

Mr. Hagler states that he expects to open a cigar factory in connection with the store which he has taken over. He expects to do a manufacturing and general wholesale tobacco business.

"IF ITS CIGAR LABELS OR CIGAR BANDS WRITE US"
K·P&V Kaufman, Pasbach & Voice
ART LITHOGRAPHERS.
COR. GREENWICH & MORTON STS.
NEW YORK.

NEWMANN & GACH - Fancy Connecticut Wrappers and Havana our Specialty - Chicago

It Being Impossible to Predict the Future, We Are Taking Care of the Present

3,000 Bales of *Sumatra Tobacco* have recently arrived and 500 bales more are now on the ocean.

This tobacco represents the PICK of the European markets, and WILL BE SOLD AT PEACE PRICES to progressive cigar manufacturers who want to be protected against any possible shortage of Sumatra tobacco.

H. DUYS & CO.

170 WATER STREET, - NEW YORK.

Sumatra and Java Headquarters Always

JOHN F. HEILAND & CO.
Lancaster County Fancy B's
LANCASTER, PENNA.

J. K. LEAMAN
Packer of and Dealer in **Leaf Tobacco**
Office and Salesroom
110-112 W. Walnut St., LANCASTER, PA.
Warehouse: Bird-In-Hand, Lancaster Co., Pa.

E. L. NISSLY & SONS
GROWERS AND PACKERS OF
CHOICE CIGAR LEAF TOBACCO
Packing Houses: Lancaster, Florin. Main Office: Florin, Pa.
Critical Buyers always find it a pleasure to look over our samples
Samples cheerfully submitted upon request.

B. F. GOOD & CO.
PACKERS AND DEALERS IN *Leaf Tobacco*
NOS. 49-51 WEST JAMES STREET
LANCASTER, PENNA.

MILTON H. RANCK
Packer and Dealer in
Domestic Leaf Tobacco
Office: Cor. Duke and Chestnut Streets
LANCASTER, PENNA.
Packing Houses: Strasburg and Lancaster

Jacob Bowman & Bro.
Dealers in and Packers of
LEAF TOBACCO
Penna. and Ohio Tobaccos a Specialty
226-230 East Grant Street, Lancaster, Penna.

John F. Nissly & Co.
Packers and Dealers in
LEAF TOBACCO
And Importers of HAVANA
No. 143 Market Street, Lancaster, Pa.

THE YORK TOBACCO CO.
Packers and Jobbers in All Grades of **LEAF TOBACCO**
Office and Warehouse, 15 East Clark Avenue, YORK, PA.
MANUFACTURERS OF CIGAR SCRAP TOBACCO

J. U. FEHR & SON
Packers of Fine Cigar Leaf
Fancy, Lancaster County B's and Tops a Specialty
135-141 Maple Street, Reading, Penna.

Established 1890 Correspondence Solicited
KEYSTONE VARIETY WORKS
HANOVER, PENNA.
Cigar Ribbons, Silk Imitation and Muslinola Ribbon
Printed or Stamped in Gold or Silver
Labels. Stock Cards. Give Us a Trial. We Want Your Opinion

ESTABLISHED 1877 NEW FACTORY 1904
H. W. HEFFENER & SON
Steam Cigar Box Manufacturers
AND MAKERS OF
Patented Wire Bound Shipping Cases
HOWARD & BOUNDARY AVE. YORK, PA.

For Genuine Sawed CIGAR BOXES, Go to Established 1880
Keystone Cigar Box Co., Sellersville, Pa.
Our Capacity for Manufacturing Cigar Boxes is Always Room for One More Good Customer
MONROE D. SELLERS, SELLERSVILLE, PA.

J. F. Reichard
PACKER AND WHOLESALE DEALER IN
Cigar Leaf Tobacco
We offer a full line Pennsylvania, Wisconsin, Connecticut and Ohio, and Sumatra, Havana and Florida TOBACCOS
Domestic tobacco direct from the grower to you. We have the goods and facilities. Let us submit you samples and prices.
Main Office: YORK, PA.

A Fashionable Smoke, "Bull" Durham

"Bull" Durham tobacco, fresh, delicious, satisfying beyond comparison, is the smoke par excellence of ultra-smart America. Any afternoon in the fashionable metropolis, men of affairs from the financial district, men of leisure from the most exclusive clubs, roll up in their motors to the popular Thé-Dansants and other favorite rendezvous, for a bit of light refreshment, a view of the dancing, and—most enjoyable of all—a fragrant, fresh-rolled "Bull" Durham Cigarette, fashioned by their own skill, to meet their individual requirements.

GENUINE
"BULL" DURHAM
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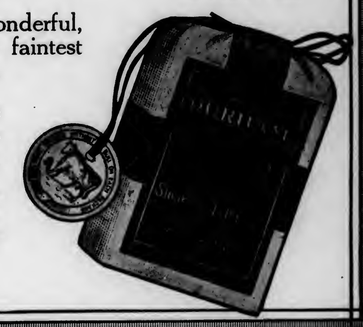
Ask for FREE book of "papers" with each 5c sack

"Bull" Durham is distinguished from all other tobaccos by a wonderful, delightful, unique aroma, that can instantly be recognized in the faintest trace of smoke. There is no other fragrance like it in all the world.

"Bull" Durham hand-made cigarettes are distinguished by the most agreeable smoothness, mellowness, mildness and freshness—a source of lasting satisfaction to millions of experienced smokers.



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Founded 1868

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CIGAR FLAVORS
Make tobacco mellow and smooth in character and impart a most palatable flavor
FLAVORS FOR SMOKING and CHEWING TOBACCO
Write for List of Flavors for Special Brands
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These foremost houses of the trade have reliable goods to sell and want our subscribers to know about them. Read their story and when writing tell them you saw it in The Tobacco World. No bogus advertising admitted.

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FIFTY-SIX 10 for 25c. The Brand Established on "QUALITY ONLY"

CADO 10 for 15c. A QUALITY NEVER OFFERED BEFORE

MERIT AND UNIFORM PRICES

Ask your jobber or send orders direct to:

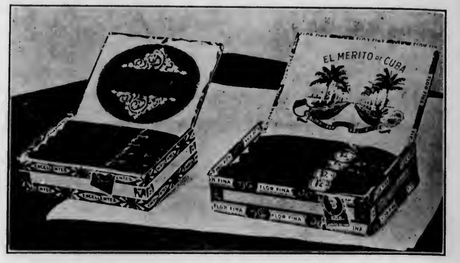
CADO CO., Inc.

Factory and Salesroom: 26 Park Place, New York City

Bunch Tables That Save Binders and Do Not Twist Fillers

LIBERMAN MFG. CO., 248 N. 8th St., Philadelphia, Pa.

Cigars for Christmas Trade



These are not the ordinary cheap packings but are high-grade in appearance and sell easily.

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WE GUARANTEE SATISFACTION

If preferred, an assortment of labels and sizes can be supplied.

We have no salesmen, hence this advertisement enables us to quote lower prices.

SPECIAL PRICE LIST TO JOBBERS ONLY

H. L. HAINES & COMPANY

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The World's Standard Cigar

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The Real Independent Factory in Havana

Cifuentes, Fernandez y Ca.

Calle De La Industria, 172-174

HABANA, CUBA

General Agent for United States and Canada

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115 BROADWAY, NEW YORK

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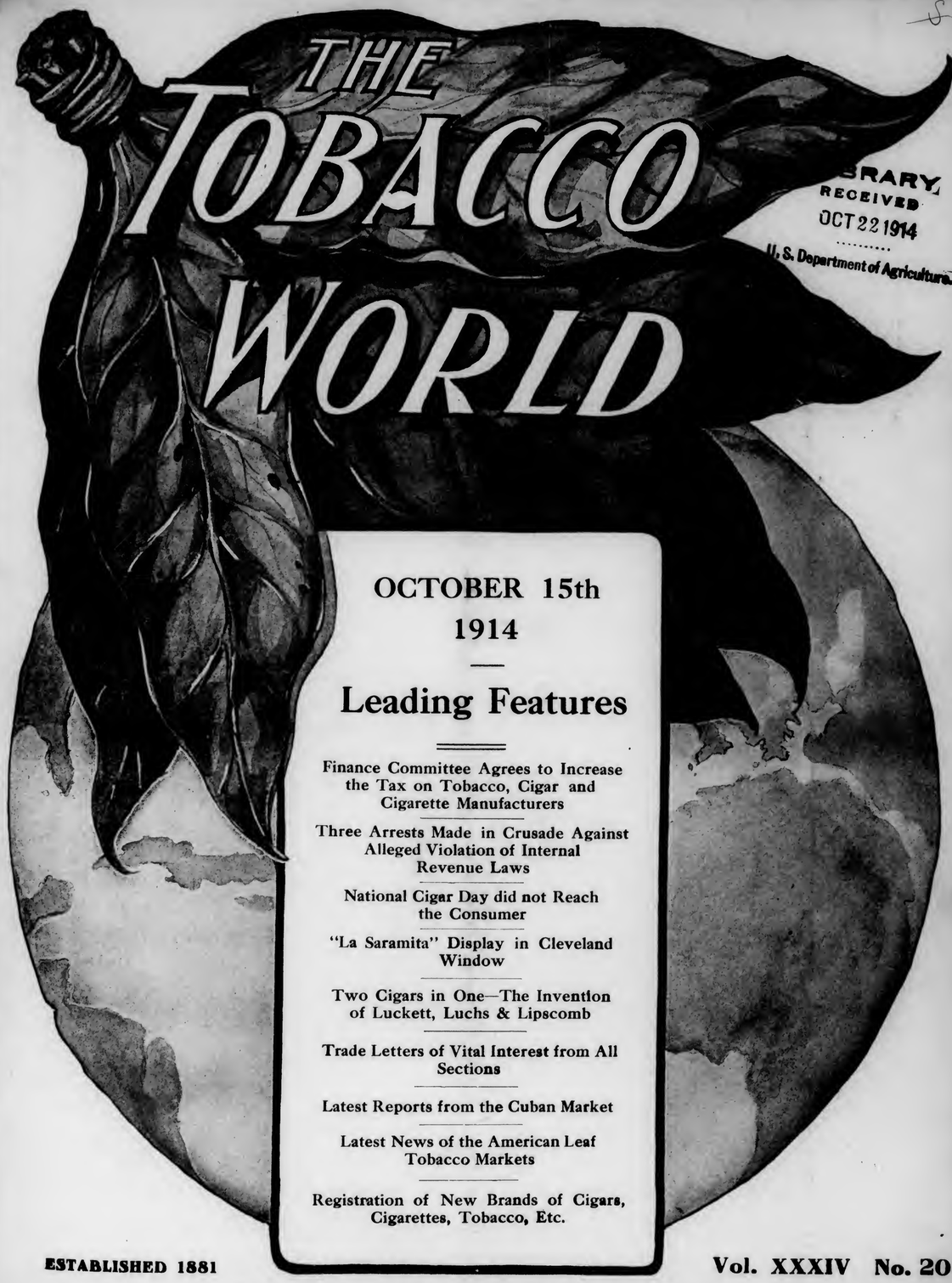
A clear business head

and heavy Havana cigars don't jibe. Too heavy for your nerves. They dull your senses and slow you up. You need a bright eye, strong heart and steady nerves if you expect to be somebody. Stick to the delightful, satisfying.

Robt. Burns

MILD 10c CIGAR



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ESTABLISHED 1881 Vol. XXXIV No. 20

PUBLICATION OFFICES: 236 Chestnut Street, Philadelphia

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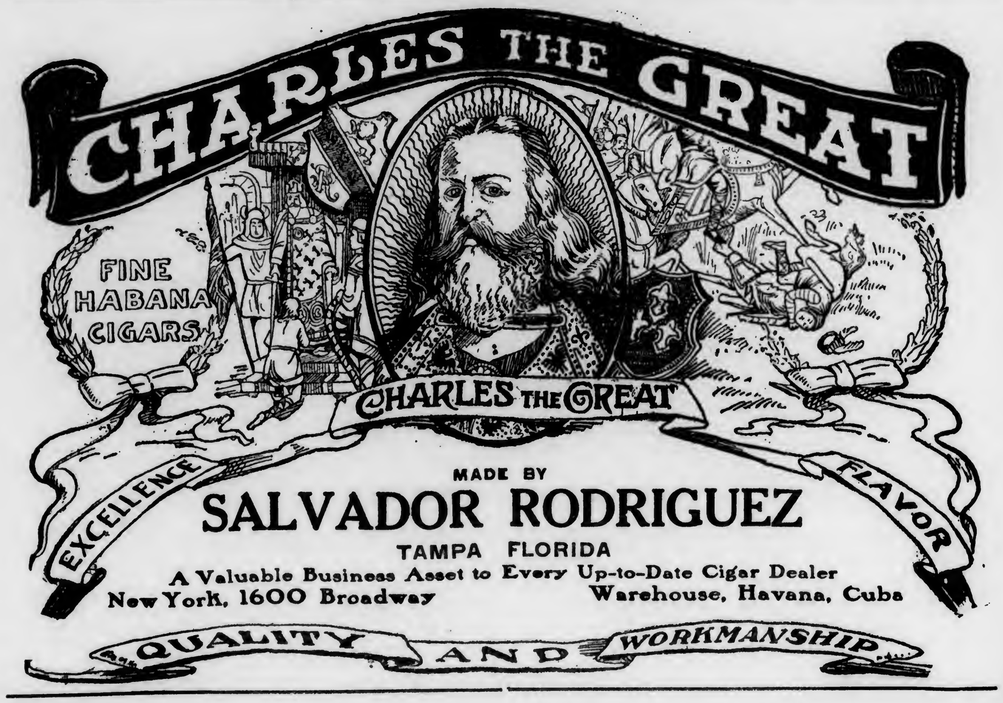

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SINTOMA

10c CIGAR

Blunt and Club, in the popular 10-top $\frac{1}{20}$-packing. Same real Portuondo quality at the right price. . . . . .

Juan F. Portuondo

Cigar Mfg. Co., Philadelphia

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Behrens & Co.

Havana, Cuba
Consulado 91-93

Manufacturers of the old brands

"Sol" and "Devesa de Murias"

Independent factories

Our Motto: Quality, always a little better than Havana's Best

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LA DEVESA DE MURIAS HABANA

The Original and Genuine

Central Union

Smoking Tobacco in a New Cut

Packed in a Pocket-proof Package

1½ ounces—5 cents

United States Tobacco Co.
RICHMOND, VA.

For Gentlemen of Good Taste

San Felice CIGARS

The Deisel-Wemmer Company
LIMA, O.

EISENLOHR'S
CIGARS
PHILADELPHIA

Best Quality Best Known

EDEN

The Cigar Without a Peer

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Habana

New York Office— 257 Fourth Ave.

Quality Paramount

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H. UPMANN CIGARS

H. UPMANN
HABANA

Strictly Independent Manufacturers

CHAS. LANDAU

Sole Agent for United States and Canada

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"The Big Ten-Cent Tin"

UNION LEADER

REDI-CUT

A new cutting of an old favorite. Taking hold with smokers in a wonderful way because it gives them a *big* package of choice selected Burley cut the way they want it, *for only ten cents.*

For Pipe or Cigarette

Also in Glass Tumblers, 10c; Glass Fruit Jars, 25c, 50c.

P. Lorillard Company Est. 1760

"THE BIG TEN-CENT TIN"

COPENHAGEN

Chewing Snuff

We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

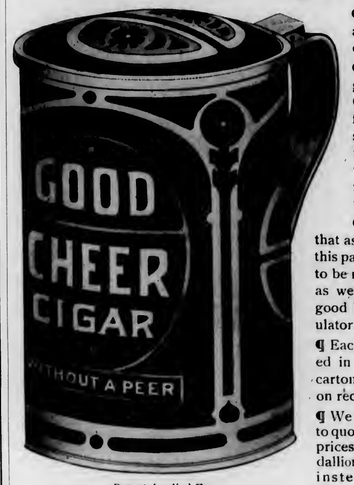
Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

WEYMAN-BRUTON COMPANY

50 Union Square North New York, N. Y.

BEGIN THE NEW YEAR WITH

A "GOOD CHEER" Cigar Package



Patent Applied For
(Holds 25 cigars) Diameter 3¼", Height 5¼"

¶ We sell packages only—no cigars.

¶ This lithographed tin Cigar Stein in four colors is something new in the way of a decorated container.

¶ Users state that as an advertiser this package is found to be most effective, as well as being a good business stimulator.

¶ Each stein is packed in an individual carton. Sample sent on receipt of 15c.

¶ We will be pleased to quote you quantity prices. Private medallions can be used instead of Good Cheer title.

WIEDMANN-ST. LOUIS CIGAR BOX CO.

1117-19-21-23 N. Broadway, St. Louis, Mo.

SANCHEZ & HAYA

CIGARS

Now Manufactured in Bond

Factory No 1
 Tampa. Fla.

Under Government Supervision

Look for Bond Stamp on Box

(Facsimile of Window Card)

Inform Your Customers

Send for our colored window card announcing that old No. 1, Tampa, is now a bonded factory and that "La Flor de Sanchez Y Haya" cigars, carry with them, the Government guaranty, that nothing but pure Havana tobacco is used in their manufacture.

They have been leaders since 1867 and they will continue to be for generations to come.

SANCHEZ Y HAYA

Tampa, Fla.

Demand Proves the Value of a Cigar

ARE IN DEMAND

JEITLES & BLUMENTHAL, Ltd.
PHILADELPHIA, PENNA.

Year after Year
CREMO
maintains its popularity
The
mellowness
and smoothness of the
Cremo blend
suit the taste of a vast
number of smokers

Cremo CIGAR 5¢

WE never fully appreciate a peaceful home 'till th' neighbors next door or over th' way get t' fightin'. Just now "My country 'Tis of Thee" hez a kind of a "Home Sweet Home" sound to it.

Velvet Joe

GOOD-WILL among men or nations is a better preserver of peace than peace conferences will ever be.

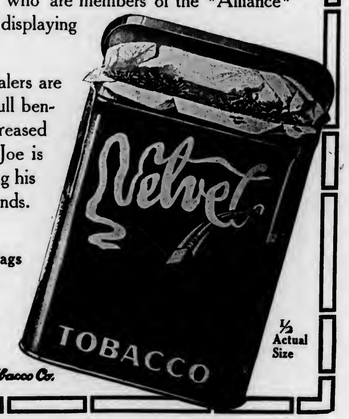
It is the "good-will" of satisfied customers that makes business show increasing profits.

That is why *you* should join the "Triple Alliance" which the Liggett & Myers Tobacco Co. (the world's largest tobacco house) and Velvet Joe have formed with progressive dealers everywhere.

The object of the "Alliance" is to increase daily the "good-will" of American Smokers towards VELVET, The Smoothest Smoking Tobacco.

Dealers who are members of the "Alliance" indicate it by displaying VELVET.

These dealers are securing the full benefit of the increased trade Velvet Joe is building among his millions of friends.



5c Metal-Lined Bags
10c Tins
One Pound Glass Humidors

½ Actual Size

Liggett & Myers Tobacco Co.

Whip Ready Rolled Tobacco

Do a good turn to smokers who buy tobacco by the bag. Recommend "Whip" to them in the 5c one-ounce size. Tobacco sold in bags, dries, crushes, powders and loses flavor when carried in the pocket. This is why we pack one-ounce of "Whip" in tins instead of in the cheaper bags. Your jobber will supply you.

5c. one-ounce tins, 10c two-ounce tins, and in handsome green pottery Patented Self-Moistening 1-lb Humidors.

M. C. PATTERSON, Pres't
PATTERSON BROS. TOBACCO CO., INC.
Richmond, Va.

Also makers of "Queed"—the big 2½-oz. ten-cent tin—a little better than most 2-oz. ten-cent tobaccos. You will find it a good seller.

BACHIAS
Havana Cigars
For Men of Means

Renowned for Uniformity

IDENTIFIED BY THE GREEN AND GOLD BAND

R. A. BACHIA & CO.
47 West Sixteenth St. New York

E. H. GATO CIGAR COMPANY

FOR FORTY YEARS THE STANDARD — By Which Clear Havana Cigars Are Judged

Write for Open Territory
Factory: Key West, Fla. New York Office: 203 W. Broadway

KILLEBREW & MYRICK'S
"TOBACCO LEAF"

The Leading Authority in Book Form

All about Tobacco From the Plant to the Finished Product
500 pages, cloth bound—$2.00 by mail, prepaid

The Tobacco World Corporation
Selling Agents
236 Chestnut St. - - Philadelphia

44s' Packed in NEW Cans
ACKNOWLEDGED BY RESULTS
A BUSINESS BUILDER

LONDRES BLUNTS

INVINCIBLES

In placing this can on the market we have followed our well-known Advertising Color, yellow base with red and black lettering.

"44" Cigar Co., Philadelphia

LOVERA

CLEAR HAVANA CIGAR
Made under U. S. Bond by
Jose Lovera Co.
TAMPA, FLA.

BAYUK BROTHERS

FIVE CENT CIGAR
PHILADELPHIA

DIAMOND JOE CIGAR FACTORY
ESTABLISHED 1850

BEST THAT SKILL, ENERGY AND MONEY CAN PRODUCE
H. FENDRICH, Maker, EVANSVILLE, IND.

5c CIGAR

HONESTLY ADVERTISED NOT MISLEADING

LA SARAMITA

Broadleaf Wrapped Havana Cigars

Real Havana Tobacco Skillfully Blended

Pre-eminent by Comparison

THE SHIELDS-WERTHEIM COMPANY, Cleveland

Exact Fac-simile of the Government Stamps on Cigars, Cut Tobacco and Cigarettes, issued by the Government of the Republic of Cuba, according to the Law of July 16th, 1912.

THE ABOVE STAMP IS USED FOR CIGARS AND CUT TOBACCO

All manufacturers are compelled to affix these Stamps on all boxes of Cigars, packages of Cut Tobacco, as well as packs of Cigarettes, which are manufactured by them, and which constitute an absolute guarantee to the smokers, that the Cigars, Cut Tobacco or Cigarettes contained therein, are of Genuine Cuban Origin, made by Expert Havana Cigarmakers and Tobacco Workers.

THE ABOVE STAMP IS USED ON ALL PACKAGES OF CIGARETTES

The COLOR of THE ABOVE STAMPS is GREEN.

M. E. Canle, 156 Water Street, New York, Representative for the United States, of the Union of Manufacturers of Cigars and Cigarettes of the Island of Cuba, is duly authorized to prosecute any falsification, or colorable imitation of the above stamps by law with the assistance of the Cuban Minister at Washington.

The Latest Improvement in Electric Cigar Lighters is the

Brunhoff Jump Spark Lighter with Automatic Cutter

Operates with an excellent jump spark coil. The main feature is that the lighter uses electricity only for an instant. No current used or wasted on return into position. This is most important. It saves your batteries —gives them longer life. The front is for your ad or for a mirror. The handle is convenient to light from, for the shortest or the tallest. Pull the handle to you, slow or fast, **"you get a light every time."**

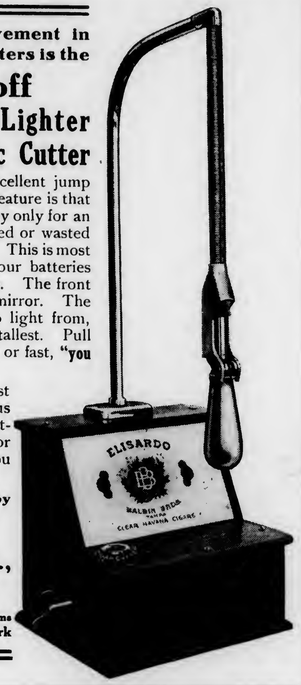
If you want the best lighter ever made, send us $12.00 and state if wanted with glass or mirror front. Send label if you want us to insert it.

Made and Guaranteed by

The Brunhoff Mfg. Co.,

Cincinnati, Ohio

Eastern Branch and Show Rooms 113 Maiden Lane, New York



EL GENIO

Clear Havana Cigars

Made in Tampa, Fla.

P. Verplanck & Co.
263 Fourth Ave. New York

A Champion Team

AND

A Champion Cigar

From last place to pennant winners and now world's champions is the remarkable record of a great baseball team.

They deserve all the praise and honor they will receive.

Quality and superiority win every time.

Not long ago **BOLD** cigars were not taken very seriously.

To-day **BOLD** cigars are contenders for the honor of being the National Champion Seller. Superior quality again has won.

We maintain

BOLD Above All

BOBROW BROS.

Philadelphia, Pa.

Repeats Like a Winchester

5c.-Rocky Ford Cigars-5c.

Delicious Flavor
Made at our Newark, N. J. Factories

We also manufacture at our several factories located at Pittsburgh, Pa. the celebrated

[Pittsburgh "FAMOUS" Stogies]

The jobber's biggest asset in the 2 for 5c. line.

Our 2 for 5c. and 3 for 8c. lines of CIGARS and STOGIES are so extensive that space does not permit mentioning

Write for full information and prices

UNION AMERICAN CIGAR COMPANY
28th and Smallman Sts. Pittsburgh, Pa.

Graham Courtney
"MILD HAVANA BLEND"
They Lead the Leaders
26 SIZES
Acker, Merrall & Condit Company
135 West 42nd Street, New York

EVARISTO HERRERA, SAN MIGUEL 85 HABANA, CUBA
Manufacturer of the celebrated Habana Cigar Brands
Flor de P. A. Estanillo
Flor del Fumar
Elite

Fifth Avenue Cigarettes
The Union Made Cigarette of Quality
Bearing Union Label
Ten cents per package of ten. Mouthpiece, Cork Tip, Plain
Live Distributors Wanted
I. B. KRINSKY
207 North 4th Street . . . BROOKLYN

The Standards of America:
Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff : Est. 1851
ALL OF THE OLD ORIGINAL
Maccoboys—Rappees—High Toasts
Strong, Salt, Sweet and Plain Scotchs
MANUFACTURED BY
GEORGE W. HELME CO., 111 Fifth Ave., New York

G. S. Nicholas & Co.
41 and 43 Beaver Street, New York
DIRECT IMPORTERS of the highest grades of Cigars manufactured by the
Independent Factories of Havana
all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.
Price List Mailed Upon Request.

GREATEST SUCCESS IN HABANA'S CIGAR HISTORY
ROMEO Y JULIETA
RODRIGUEZ, ARGUELLES & CO.
A Success of Quality
THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD
U. S. Representative: Wm. T. Taylor, 93 Broad St., N.Y.City.

CORRESPONDENCE SOLICITED
JUST THINK-5¢ BUYS A
LA FAMOSA
EQUAL TO ANY MILD 10¢
CIGAR
E. Kleiner & Co., Makers, New York

THE
Key West Cigar Factory
Factory No. 413, KEY WEST, FLA.
Office and Salesroom:
43 to 47 W. 33d St., New York

HAVANA CUBA CIGARS
Vuelta Abajo "Castaneda"
CARDENAS & CO.
Main Offices and Factory: 102 Galiano Street Havana
London: 114 Grace Church Street
New York: 3 Park Row
DAVE ECHEMENDIA, U. S. Representative

T. J. DUNN & CO.
Makers of
The New Bachelor Cigar
401-405 E. 91st Street, New York

WAR OR NO WAR

You Need Not Worry About Your Wrappers

This Country, Fortunately, Has Produced This Year the Finest Wrapper Crops In Its History

Our Florida-Georgia Crop IS A PIPPIN

American Sumatra Tobacco Co.
131 Water Street, New York

MADE IN BOND

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

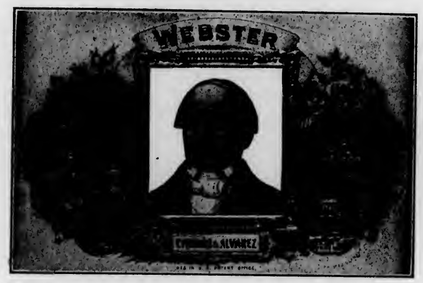
V. Guerra, Diaz & Co., Tampa, Fla.

Established 1867

Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER



Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA.

HAVANA CUBA

Like his big 10c. brother

LITTLE WM PENN

is *"good thru and thru"*

½ the size — ½ the price

A *real* little cigar

5c.

THEOBALD & OPPENHEIMER CO.,
1020 SECOND AVENUE, - NEW YORK.

WRITE US

For Prices and Samples of

High Grade Stogies

Our line is included in the cream of the stogie business

Bock-Stauffer Co.

1111 Penn Ave., Pittsburgh, Pa.

M. MELACHRINO & CO., Inc.

EGYPTIAN CIGARETTES

You Cannot be Mistaken if You Stock the Easiest Sold Cigarettes

M. Melachrino & Co., Inc., are purveyors and supply all the Courts, Embassies, 120 Clubs and 360 Regimental Messes throughout Europe

GRAND DEPOTS OF M. Melachrino & Co., Inc. { London, 8 Regent St., S. W. / Capetown, South Africa } Calcutta, 10 Government Place / Alexandria, Rue Chanif Pacha } CAIRO, Head Office and Factory / Hamburg, 18-20 Grosse Backerstrasse

AGENCIES IN THE PRINCIPAL CITIES OF THE WORLD PRICE LIST UPON APPLICATION

214-216 WEST 47th STREET, NEW YORK

THE TOBACCO WORLD

Vol. XXXIV. PHILADELPHIA AND NEW YORK, OCTOBER 15, 1914. No. 20.

THREE TOBACCONISTS HELD UNDER BAIL ON REVENUE MEN'S CHARGES

Arrests Mark Beginning of Crusade Against Alleged Box-Stuffing—Nets Out for Many More—Manufacturers Have Long Sought Clean-Up.

WITH two wagonloads of empty cigar boxes as evidence, Internal Revenue officers this week arrested Charles K. Sterner, a cigar manufacturer and dealer, with stores at Eleventh and Walnut Streets and Seventeenth and Market Streets, on a charge of refilling cigar boxes and failing to cancel revenue stamps on old packages.

It appears that on October 8th a wagonload of cigar boxes was seized from Sterner, and it is alleged that some of these packages had been refilled and the old stamps not properly cancelled. It is further stated that a visit to the Seventeenth and Market Streets establishment disclosed another large quantity of boxes that showed marks where the old revenue stamps had been soaked off.

Still further it appears that Sterner as a licensed cigar manufacturer had described only two rooms on the second floor as being used as a factory. Investigation showed another room that was not mentioned in the description in the lease, and in this room the boxes were found from which, it is claimed, the stamps had been removed.

This alleged violation is considered the most serious that has come to the Revenue Department in a number of years, and, after a hearing in the Federal Building, United States Commissioner Edmonds held the defendant in $1500 bail for court.

Another tobacconist who was brought before United States Commissioner Edmonds on charges made by Internal Revenue officers was H. Kottlikoff, Delaware Avenue and Chestnut Streets. He was held under $500 bail on three charges, viz.: For not destroying stamps on used boxes, for selling cigars out of boxes that were other than those originally contained in the box, and for selling cigars upon which no Internal Revenue tax was paid.

Continuing the crusade the Internal Revenue officers yesterday brought H. Morrison, of 5809 Market Street, before United States Commissioner Edmonds. Morrison is a tobacconist and was held under $500 bail on charges similar to those on which Kottlikoff was held.

This is not the end of the movement, and it is expected that before the week is out a number of others will be gathered into the net which is being spread for them.

The manufacturers have long wished for such a movement to stamp out the growing evil of box-stuffing and similar violations of the Internal Revenue law, and the present action of the officers meets with the approval of every honest cigar manufacturer and dealer.

Reports from about the city indicate that box-stuffing is being carried on with a boldness as never before. In some cases boxes are stuffed with cigars wrapped with a leaf entirely different from that used by the makers of the original cigar. Those who have been getting away with this sort of stuff should be brought early to justice.

William Cleveland, that Philip Morris man, was in Philadelphia this week.

FINANCE COMMITTEE AGREES TO INCREASE THE TOBACCO TAX

Sum Will Run From $6 to $1,200 Among Tobacco, Cigar and Cigarette Manufacturers—Conceded That it Would Materially Increase the Revenue

WASHINGTON, D. C., October 14.

ON an amendment agreed to by the Finance Committee tonight an increase in the tax on tobacco, cigar and cigarette manufacturers is provided.

As the bill stood, manufacturers would be taxed from $6 to $96 according to the amount they produced.

The committee amendment to the tobacco schedule provides that the manufacturer of tobacco whose sales do not exceed 100,000 pounds shall pay $6; exceeding 100,000 pounds but not 200,000 pounds, $12; exceeding 200,000 pounds but not 400,000 pounds, $24; exceeding 400,000 pounds but not 1,000,000, $60; exceeding 1,000,000 but not 5,000,000, $300; exceeding that amount but not 10,000,000 pounds, $600; exceeding 10,000,000 pounds, $1200.

The tax on the manufacturers of cigars would be on every person whose sales did not exceed 100,000 cigars, $3; from that point to 200,000, $6; to 400,000, $12; to 1,000,000, $30; to 5,000,000, $150; to 20,000,000, $600; exceeding 20,000,000, $1200.

The tax on cigarettes would amount for manufacturers whose annual sales did not exceed 1,000,000 ciagrettes, $12; not exceeding 2,000,000, $24; not exceeding 5,000,000, $60; not exceeding 10,000,000, $120; not exceeding 50,000,000, $600; exceeding 50,000,000, $1200.

This, it is conceded, would increase the revenue materially.

It is believed that the tax will be collected by coupons issued monthly, so that the manufacturer will pay the largest tax in the month in which he does the largest business. This, however, is not fully decided. CAPITOL.

New Home for "Counsellor" Cigar

Allen R. Cressman's Sons, manufacturers of the well-known "Counsellor" cigar, will shortly remove from their present home at 512 Pine Street, and some time during November will occupy the new building which they have had erected at 233-235 South Third Street.

The "Counsellor" cigar has had one of the biggest years in its history, and the last few months have seen the sales climb up at an enormous rate.

Fifty Per Cent. Decrease in Unemployed Cigarmakers

That the number of cigarmakers out of work in the United States has decreased 50 per cent. during the past few weeks is the recent statement of G. W. Perkins, president of the Cigarmakers' International Union.

Whether the cigar trade is a barometer of general dependability cannot be vouched for, but the cigarmakers claim that when the cigar business shows a recovery it is a sign that all kinds of business is improving.

"Billy" Heenan has been appointed by M. Melachrino & Company to succeed John Vant as their representative for Philadelphia and adjacent territory. Mr. Heenan is a local boy and is popular among the trade.

THE TOBACCO WORLD

ESTABLISHED 1881

PUBLISHED ON THE 1ST AND 15TH OF EACH MONTH BY

THE TOBACCO WORLD CORPORATION

J. LAWTON KENDRICK, Treasurer

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CLEVELAND LOS ANGELES SEATTLE
ST. LOUIS NEW ORLEANS BALTIMORE
HAVANA, CUBA, OFFICE—NEPTUNO 24, Altos, CARLOS M. WINTZER Representative

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

FREDERICK HIRSCHHORN, 54th St. and 2nd Ave., New York..President
OTTO EISENLOHR, 932 Market St., Philadelphia .....Vice-President
JOSEPH B. WERTHEIM, 81st and East End Ave., M'hat'n, N. Y..Treasurer
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THE NATIONAL CIGAR LEAF TOBACCO ASSOCIATION

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INDEPENDENT TOBACCO MANUFACTURERS' ASSOCIATION

BEN. PEARSON, Byfield, Mass. ..... President
J. BLOCK, Wheeling, W. Va. ..... Vice-President
RAWLINS D. BEST, Covington, Ky. ..... Secretary-Treasurer
GEO. E. GILLILAND, Wash. ..... Assistant Secretary

Cigar Day offered an opportunity to stimulate interest in the cigar industry as a whole, but unfortunately a great majority of the cigar manufacturers failed to lend any recognition to the day and in the big cities, particularly, it fell below expectations.

The Results of Cigar Day

For many years the dealer has been left to the creation of the interest in his own store, and the dealers and manufacturers have not been working together. A careful study of the plans for Cigar Day would have brought out the fact that here was the opportunity for the manufacturer to work with the dealer. It was an opportunity for a trade manufacturing billions of cigars a year to get a day set aside by the smoking public for boosting the cigar.

Where the Cigar Day idea did take hold it was the result of the work of the trade papers, which unselfishly gave space for the advertisement of the observance of that day. The dealers did their share, but they could only reach their own consumers, who proportionately were but a very few of the entire number that could have been reached by the manufacturers.

It has been with much satisfaction that the cigar manufacturers in this city have observed the recent activities of the Internal Revenue Department as regards the violation of the law in connection with the sale and manufacture of cigars.

Investigating Box-Stuffing

If the cigar trade has suffered from one evil that stands head and shoulders above all the others, it is the pernicious practice of box-stuffing, filling the empty box of an advertised cigar with a brand of inferior quality and selling it for the advertised goods. There may be many offenses worthy of more severe criticism and heavier punishment than box-stuffing, but there is none that outrages honesty and fair practices more.

The good will established on a cigar brand, built up by years of careful advertising backed up with quality products, may be destroyed in a twelve-month by the clever work of box-stuffers. This is not surmised, but is known to have happened to more than one brand.

Practically every nickel cigar, unbanded, that is sold in Philadelphia is substituted on in one place or another. Never before has it been done with such boldness, and never before has the reputation of the Philadelphia retail cigar trade had such aspersions cast upon it, as during the present time. With the growth of the practice of box-stuffing it has been hard to believe that many tobacconists, for years known and respected for their honesty, could ever sink to the level of box-stuffing. There is a day of reckoning at hand.

New Reading Cigar Factory

Latest reports from Reading indicate that a new factory is to be established there shortly and that it will employ more than 300 hands. It is further stated that the deal for leasing a large building in the heart of the city has about been closed.

The firm which has the new location in mind is said to be located at present in the Middle West turning out about 17,000,000 union-made cigars yearly.

Only Cigars and Cigarettes for Rosenfeld-Rovig Company

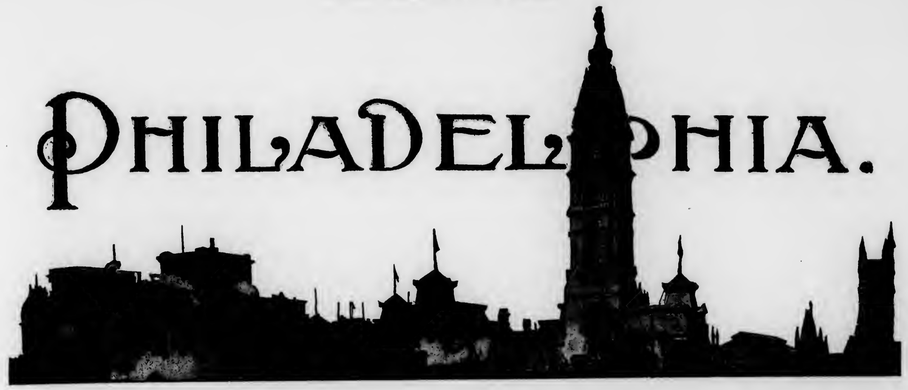
The Rosenfeld-Rovig Company, Seattle, Wash., having recently announced its intention of discontinuing its tobacco business, and since having practically closed up all its trade on that line, will hereafter devote its attention to cigars and cigarettes exclusively. In clear Havana lines, "José Vila" (Berriman Brothers) is the company's leader. "Charles Denby" (H. Fendrich, Evansville, Ind.) and "New Bachelor" (T. J. Dunn & Company, New York) are among the brands handled by Rosenfeld-Rovig Company.

Newspaper Fund Buying Smokes for "Tommy Atkins"

Complaints voiced in the letters of British soldiers that they are "run shy" of tobacco under the system of allowances fixed by the military establishment have met with a ready response in London. A newspaper has established a fund to buy the tobacco and subscriptions are pouring in. One million cigarettes already have been purchased with this fund and sent to the front.

Cheap Cigarettes in Northwest India

The use of cheap cigarettes is increasing rapidly in Northwest India. There has been an increase recently in the importation of the better kinds of cigarettes, but the native-made article holds the market for cheap cigarettes. They may be bought in the bazaars at the rate of six for 1 pice (½ cent). This includes an attractive paper box.



Portuondo Salesman Off for the Middle West

WARNER SEARLE, the premier salesman of the J. F. Portuondo Cigar Manufacturing Company, 1110 Sansom Street, is about to leave for an extended Western trip in the interest of the Portuondo brands.

While in Duluth, Mr. Searle will visit the Stone-Ordean-Wells Company, who are large distributors of Portuondo products in the West. This house has well earned the title which it has lately assumed, "Jobbers of good segars!" Their magic touch seems to bring out the best that is in a smoke.

Before going West Mr. Searle will spend about two weeks in New York State.

The Afco Cigar Company, of Pittsburgh, has recently taken on the Portuondo line, and the Portuondo Company can be satisfied that their goods are placed in active hands.

Philadelphia Notes

D. Harry Moulsdale, traveling representative of factory No. 1, Tampa, Fla., is in Philadelphia looking after the interests of Sanchez & Haya Company.

Despite the fact that he is now vice-president of M. Melachrino & Company, "Rube" Ellis was on the job every minute when in Philadelphia recently.

Wm. Duncan, formerly a member of the firm of Terry & Duncan, Tenth and Chestnut Streets, Philadelphia, was an interested visitor this week. Mr. Duncan succeeds Ed. Dunlap as local representative for the clear Havana lines of San Martin & Leon.

William Noonan stopped off in Philadelphia recently after a two-years' trip to Alaska and the Northwest. A splendid supply of M. Melachrino & Company's goods can now be purchased throughout this distant territory.

Dusel, Goodloe & Company, 114 North Seventh Street, Philadelphia, are offering an attractive packing of "La Preferencia" cigars. The package contains ten of these widely known smokes and retail for one dollar. This is an ideal carrier for week-end trips, and it is meeting with success among the retailers.

H. H. Leach, of Lilly, Dungan & Company, Baltimore, Md., was in Philadelphia recently and combined business with pleasure.

"La Invencia" Cigars Are Well Liked

BAUM BROTHERS are meeting with general success on their new line, "La Invencia" Havana cigars, made in fifteen different shapes.

They are on sale at the principal cigar stands in Philadelphia and surrounding sections.

Jobbers also report excellent results on this line, and judging from the duplicates the factory receives, the line will be a winner.

L. M. Walters Up-State With "Bold" Cigars

L. M. Walters, the genial representative of the "Bold" cigar, is off on a two-weeks' trip through the coal regions, where he expects to find a nice bunch of repeat orders waiting for him. "Bold" cigars are well known in the coal districts and Mr. Walters has had little difficulty in placing the goods.

Upon his return from that section, Mr. Walters will start on a trip through Southern territory, where the cigar has established its reputation on merit.

Halpern & Walter, Newest Firm

Halpern & Walter is the title of a new firm of Philadelphia cigar manufacturers. Mr. Halpern, who has been manufacturing cigars in Seventh Street, below Arch, has taken L. P. Walter into partnership, and the efforts of both will be devoted hereafter to the popularizing of their "As You Wan," a nickel proposition, and the pushing of other brands. The manufacturing end will be in charge of Mr. Halpern, who was formerly connected with the Valentine factory, while Mr. Walter is to devote his time to the business end of the firm.

"George Fox" Cigars Anniversary Souvenirs

To celebrate their thirty-third anniversary the cigar department of the Finley Acker Company stores throughout the city distributed a package containing two of their well known "George Fox" cigars to customers on Saturday, October 10th.

J. Durbin Acker, manager of the Twelfth and Chestnut Streets store, reports a splendid increase in business during the current month.

Winston-Salem Man to Locate in Philadelphia

Crawford D. Montgomery, who for several years has been connected with the R. J. Reynolds Tobacco Company in Winston-Salem, N. C., has recently resigned his position. Although he has made no definite plans for the future, Mr. Montgomery is quoted as saying that he will come to Philadelphia in the near future with the idea of locating here.

THE STRENGTH OF LIGHT AND DARK CIGARS

F. R. Hoisington Gives Dissertation on Much Argued Question in Cigar Trade

MOST smokers have the notion that a light colored cigar is necessarily mild or that a dark cigar is necessarily heavy. It is a delusion and a great one. You cannot tell how a cigar may taste by the color of its wrapper. The smoking quality of a cigar, its strength or mildness, depends almost entirely on the quality of the filler, which in turn depends on the locality in which the leaf is raised, the curing, and the proper blending of the different tobaccos.

A cigarmaker is given a certain quantity of filler tobacco and a pad of wrappers. Both filler and wrappers are as nearly of one quality as possible. He rolls them; a selector takes them and assorts them, by the shade of the wrapper only, into light, medium and dark, merely to be able to pack the boxes with cigars having all the same color, and thus get a neat appearance and uniformity in the box. Some of these cigars will be called "Maduro," some "Claro," but the filler is the same in all, and all are of exactly the same tobacco except for the color of the thin wrapper. We are talking, of course, about cigars of one brand and size.

Cigars are made up in many shapes, and the general rule is, the thinner cigars are milder, and the thicker cigars heavier, though made of exactly the same tobacco. If one shape does not just suit your taste, try another.

The lightest wrapper tobacco is either of a naturally flimsy nature or the leaf has been prematurely picked. In either case this light tobacco has no desirable quality and if cigars were made up of this alone no one would care for them, for they are apt to be acrid or bitter.

As a matter of fact, dark colored leaves are usually more mellow and sweet for they have ripened on the stock and have then been thoroughly cured before being made up. In the tropics wrappers are gathered in February and March and the crop must last through the twelve months until the next crop is harvested. The leaf is stored in bales and cures and darkens each month until at the end of the season the tobacco has a much better flavor than at the beginning. "Maduro" is the Spanish word meaning mature or ripe, so a "Maduro" or "Colorado Maduro" cigar is one with a ripe well cured wrapper, and if the filler is not of heavy tobacco the cigar will burn better, taste better, and give much more satisfaction without being heavy or strong. Tobacco men know this. They know that they can raise better tobacco and make better cigars by allowing the leaves to ripen fully before picking them; then the cigar will burn more evenly, the nicotine will disappear in combustion and not get in the smoker's system. But the demand for light colors induces many planters to cut some of their tobacco prematurely in order to get a large percentage of light wrappers.

Porto Rican, for instance, usually runs a little dark when fully matured, but the cigars are not strong; they are mellow and full of flavor, and their combustion is so perfect that the smoker gets practically no nicotine from them.

The only way you can tell the strength of a cigar is by smoking it. When you want a mild cigar, you must depend on the brand and size, not on the color of the cigar. Find your mild brands and shapes by the smoking test; then stick to them regardless of the color.

The El Draco Cigar Company has recently had prepared some very handsome display screens for use in windows where the "Stratford" brand is displayed.

J. B. DUKE STILL AN AMERICAN CITIZEN

Tobacco Magnate Says He Never Had Any Idea of Becoming a Foreigner

THE following will set at rest all reports that J. B. Duke, formerly president of the American Tobacco Company, and now head of the British-American Tobacco Company, had ceased to be an American citizen. The following letters bear interestingly on the discussion. The first is written by Mr. Duke's former business partner, George W. Watts, and the second is a communication to Mr. Watts from Mr. Duke:

"Upon the dissolution of the American Tobacco Company, by the United States Courts, Mr. Duke found nothing attractive in managing or directing any of the smaller companies into which the American Tobacco Company had been subdivided. His whole life having been devoted to the tobacco business, and he being recognized as a leader in this line, his services were eagerly sought. The British-American Tobacco Company (whose market is the world) having made him a satisfactory proposition, he accepted the chairmanship of its board, which is equivalent to its management. This requires Mr. Duke to spend six months in each year abroad.

"Mr. Duke, while being one of the most progressive and vigorous men the South has produced, is also one of the most modest, so never makes reply to any newsparper articles reflecting upon him or his business. But I, as his friend and associated with him in business for over thirty-six years, feel that this injustice should be corrected. I am therefore enclosing a letter just received from him.

"Yours very truly,
"GEORGE W. WATTS.

"Durham, September 26, '14."

The letter referred to in the above was written on September 22, and is as follows:

"George W. Watts, Esq.,

"My Dear George:

"I have been told of the articles charging me with having become a British subject, but press of many matters excluded them from my mind until recalled by your letter of the 16th, which is now before me. While these articles are entirely unfounded, as you and my other friends know full well, I did not take notice of them because that has not been my custom. The fact is that I am now a citizen of the United States and will continue a citizen of the United States. I do not contemplate and have never contemplated becoming a British subject.

"So far as the income tax is concerned, I am always ready to bear my part of any tax deemed necessary. You know how I have labored to build up and advance the business and commerce of the United States at home and abroad, and of my abiding faith and interest in this endeavor. To mention no other reason, I have too much at stake in this respect and too much hope in the future of American business and commerce to ever cease to be a citizen of the United States. The result is that as soon as I could after the war was declared, I hurried home because my first interests were there, and have since been giving my whole time to the situation which demands the best of all of us.

"Sincerely yours,
(Signed) "J. B. DUKE."

"Charles the Great" Holiday Offerings

ALWAYS alert, Salvador Rodriguez, manufacturer of "Charles the Great," has once again prepared his annual Christmas Holidays' offerings on this peerless brand. "Lo Mejor Del a Fabrica" is the inscription to be found on a very attractive cabinet of mahogany stained cedar. This contains five different choice sizes of "Charles the Greats." That they are "The Factory's Choicest" is attested by the inscription above quoted. Oval-shaped cedar wood containers in 20ths and 40ths is a packing known as "Ovals." This package carries with it a separate box which aids in keeping the cigars in first-class condition. The third packing coming in 20ths, is known as "Fin de Siglo Varieties," being a new feature in "Charles the Great" line.

Still Another "United" Store Robbed

Another United Cigar Stores Company clerk was robbed recently, making the fourth in three weeks, when Morris Rubin, clerking at the "United" store at 12 Delancey Street, was held up and robbed.

A man entered the store during the evening and asked for a brand of cigars kept in the cases behind the clerk. The clerk opened the case to get the cigars and when he turned he found himself gazing at two very beautiful revolvers held in the hands of another man, who had sneaked in while his back was turned. The robbers invited Mr. Rubin to retire to the rear. He complied with their request with alacrity, as the man with the revolvers began to handle them carelessly. To make sure that Mr. Rubin would not interfere with their plans they then tied him very securely. The robbers then extracted twenty-eight dollars from the cash register, and after picking out five boxes of good cigars they bade Mr. Rubin "good night" and disappeared into the street.

H. Duys & Company Have Received Many Bales

According to the latest information from the house of H. Duys & Company, New York, in addition to 500 bales of Sumatra tobacco now on the high seas, 3329 bales have been received since the outbreak of the war. This well-known firm is fully prepared to care for the demands of cigar manufacturers who are in need of Sumatra.

Y. Pendas & Alvarez Take Third Avenue Lease

Y. Pendas & Alvarez, manufacturers of the "Webster" cigar, of 209 Pearl Street, have recently leased the properties at 801-803 Third Avenue. The properties consist of a four-story building between Forty-ninth and Fiftieth Streets.

Changes at Arabesca Factory

It is announced that E. P. Oakes and Philip King are no longer connected with the Arabesca Cigarette Company, at 1600 Broadway. W. Anagnosi, the proprietor of the company, will in the future handle the sales himself.

John W. Surbrug Sues George J. Whelan

JOHN W. SURBRUG has brought suit in the Supreme Court for $150,000 against George J. Whelan, of the United Cigar Stores Company, alleging damages sustained because the proposed deal in which, it is asserted, Mr. Whelan promised to invest $500,000 in establishing tobacco stores throughout Great Britain suddenly was called off. The plaintiff states that according to the plan Mr. Whelan was to receive 10 per cent. of the capital stock of the new company and all of his expenses, Mr. Surbrug having succeeded in securing the interest of persons abroad in the enterprise.

Mr. Surbrug asserts that the abandonment of the plan has made him an object of ridicule. The reason given by Mr. Whelan, he alleges, is that certain English tobacco corporations put such pressure upon him that he had to withdraw.

Schulte Realty Company Takes Long Lease

The Schulte Realty Company, last Thursday, secured a sixty-three year lease, beginning May 1 next, covering the five-story building at 168 William Street and 39 Beekman Street, New York. The aggregate rental is about $200,000.

It is understood that the premises will be largely subleased. The securing of this corner for a long term of years is along the general policy of the Schulte interests to obtain desirable corners close to subway stations, and this lease anticipates a station to be located between Fulton and Beekman Streets on William Street.

"Made-in-America" Association Incorporated

Articles of incorporation were recently granted in Albany to the "Made-in-America" Products Association with a nominal stock of $10,000. The stock, which will be issued in shares of $100 each, will be subscribed to by manufacturers or distributors interested in furthering the sale of American-made products.

The plan of action is said to call for the raising of a fund which will be devoted to an advertising campaign exploiting American manufacturers. This, it is said, is to be done by a system of monthly dues.

The board of directors, members of which will serve without compensation, includes C. A. Whelan, president of the United Cigar Stores Company.

Robert Appleton Again Associated With "Fifty-Six"

It is with much pleasure that Robert Appleton, better known to the trade as "Bob," announces that he has again assumed control of the sales management of the Cado Company, Incorporated, of New York City, manufacturers of the noted "Fifty-Six" cigarette and the less expensive "Cado" brand. It was due principally to the efforts of Mr. Appleton that the "Fifty-Six" acquired its enviable popularity as a twenty-five-cent brand of cigarettes, and now that he has "Cado" retailing at fifteen cents, also a splendid brand, on which to exert his personal magnetism, it goes without saying that sales on both brands will go ahead with a vim. Both Mr. Appleton and the Cado Company look forward to the future with much optimism.

Thomas J. McGrath

THOMAS J. McGRATH, a widely known cigar manufacturer of Waterbury, Conn., died at his home recently, following an illness of four months.

Shortly after coming to Waterbury twenty-five years ago, Mr. McGrath started in the cigar manufacturing business and continued in that line until his death. His most widely known brand was called "The Globe," which had a very heavy call in certain sections.

Mr. McGrath was a member of the Elks, the Independent Order of Foresters and Knights of Columbus. He is survived by a widow and two daughters. Four sisters and four brothers also survive him.

Frank H. Crygier

Frank H. Crygier, one of the best known business men of Hartford, Conn., succumbed suddenly on the sixth instant to a stroke of apoplexy. The deceased was fifty-eight years old.

Mr. Crygier was born in New York in 1856, and came to Hartford about thirty-five years ago. He entered the employ of Benjamin Wood, a cigar manufacturer at 48 State Street. After Mr. Wood's death Mr. Crygier bought out the business and remained in the wholesale and retail tobacco business until the time of his death.

Mr. Crygier belonged to many organizations and was a thirty-second degree Mason.

The deceased is survived by a widow, one sister and two brothers.

John Conrad Grafing

John Conrad Grafing, formerly secretary of the William A. Stickney Cigar Company, died suddenly at his home in St. Louis, Mo., on October 6th. He was more than sixty years old and had lived in St. Louis for more than thirty years. Heart disease was the cause of his death.

Mr. Grafing is survived by a widow and one daughter.

Ferdinand Klene

Ferdinand Klene, a well-known cigar manufacturer of Quincy, Ill., died recently of paralysis, after an illness of only an hour.

The deceased was born in Quincy, August 28, 1872, and for twenty-one years was associated with his father in the cigar manufacturing business. He is survived by his father and one brother.

Moss Gompertz

Moss Gompertz, a well-known cigar manufacturer of New Haven, Conn., died recently at the Elm City Hospital. He had been ill for some time.

The deceased was born in New Haven and had lived there all his life. He was a member of numerous organizations and had a wide circle of close friends. He is survived by a widow, three brothers and three sisters. He was a Mason.

Bernard Kopf

Bernard Kopf, of the pipe manufacturing firm of Ehrlich & Kopf, of Boston, Mass., died in that city on October 12th, after a lingering illness.

The deceased is survived by a widow and one daughter.

Fred Widmann

As the result of being pinned under his automobile when he lost control, Fred Widmann, of Schoharie, N. Y., is dead, and his companion, Harry Cady, is in a hospital at Albany in a serious condition.

Mr. Widmann was a well-known cigar manufacturer of Schoharie. He was forty-three years old.

The deceased is survived by a widow and six children.

Charles Chandler Sheldon

Charles Chandler Sheldon, one of the leading farmers and tobacco growers of West Suffield, died recently from complications which followed the amputation of one of his legs. He was eighty years old.

The deceased is survived by one son and two daughters.

Apropos of a Good Cigar

Learned doctors have said that even a little cigar smoke injures the throat and lungs, and equally learned doctors have said that cigars may be smoked by mature persons with impunity; but it is not recorded that any one has been so bold or so foolish as to maintain that a good cigar destroys a well fed man's equanimity. A bad one may, but one of the most satisfactory spectacles which life's parade affords is that of the critical smoker enjoying a cigar just to his taste. Each long, slow puff soothes his mind; his thoughts are mellow and his words come deliberately, as if carefully weighed. If alone the smoker is likely to see visions, and each vision seen at leisure exerts its force in times of stress, so that the immediate pleasure is not a mere transient indulgence. It is no longer fashionable to loosen the tongue with spirituous liquors, for it has been seen that a tongue so loosed is likely to wag and finally to wabble; and that levity so stimulated is likely to gush like a tempestuous geyser, intermittent, and not especially useful. A good cigar, on the other hand, encourages a flow of words like a countryside spring—cool and sparkling, and welcome to tired wayfarers. Cigarettes have their devotees, especially among the more nervous; and the pipe has achieved immortality at the hands of Mark Twain and J. M. Barrie, to say nothing of the thousands to whom it is a constant source of inspiration. But the cigar holds its own as the great solace of masculine middle age. Now and then a woman will rise in rebellion, and protest against a habit which leaves the house slightly permeated with an odor which she finds distasteful, but it seldom happens that serious consequences result, for with many husbands a meal without a cigar is a meal only half enjoyed, and the wife soon realizes that whatever adds to his appreciation of her cooking endears her to him.

Globe Tobacco Machines Corporation Files Schedule

The Globe Tobacco Machines Corporation, with offices at 149 Broadway, has filed schedules showing liabilities of $19,565 and assets of unknown value, consisting of machines and patents and eight dollars cash in bank.

Among the creditors are Henry von L. Myer, treasurer, $5,100, secured; Chas. D. Simons, Jr., $5,100, secured, and Edward S. Beach, $2,800.

The factory, which is in Newark, N. J., was recently gutted by fire.

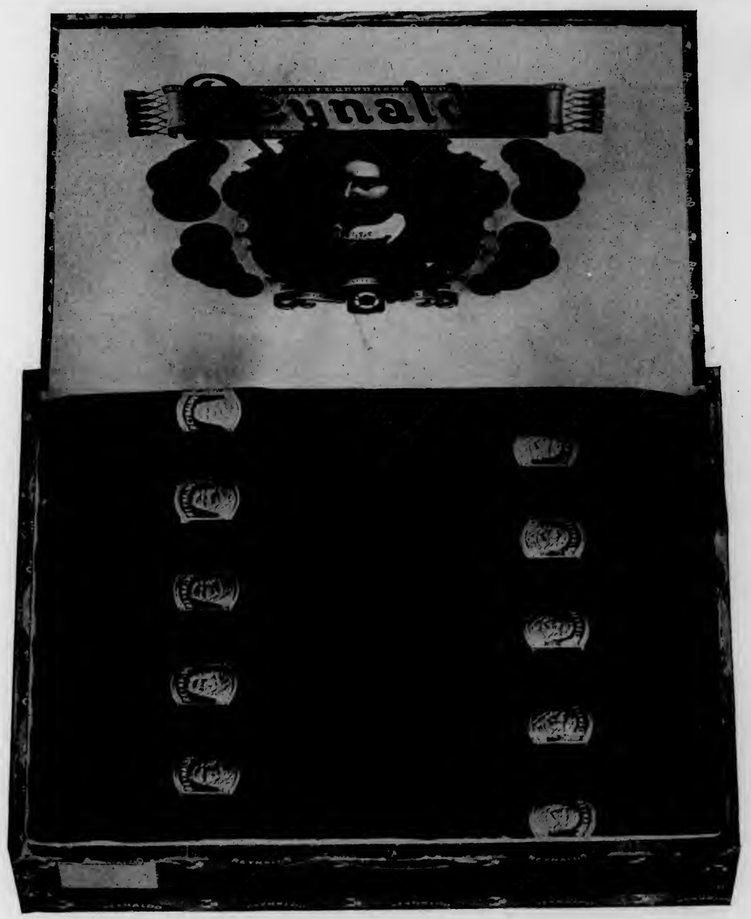
New Coast Representative for the "Counsellor" Cigar

It was recently announced that the Los Angeles representative of the "Counsellor" cigar is now the Max Roth Cigar Company, a change having been made. The George W. Walker Cigar Company, Beck & Company, proprietors, were the former representatives of the cigar.

An Innovation in Cigar Making

Two Cigars in One—An Epoch Making Innovation Originated by Luckett, Luchs & Lipscomb, Makers of "Reynaldo"—and Now Being Shown to the Public

IMPROVEMENT in cigar making by hand has, up to now, been considered impractical, but we illustrate below a cigar made by a new method—simple, practical and hitherto unthought of. It produces perfect cigars and, above all, effects a saving in manufacture, whereby fifteen cents will purchase cigar value which formerly cost no less than twenty cents. Similarly, two cigars which now are sold for a quarter can, through this method, be sold for twenty cents.



Expressed in a few words, the idea of this new process is to make by hand (just as the best cigars have always been made) two cigars in one rolling, and selling them as one cigar. The purchaser separates them and makes two cigars out of the one purchase.

It is unquestionably a great invention and is covered by patents applied for not only in the United States, but in all cigar producing countries.

For the present two sizes only will be made:

"Reynaldo" Duets (packed in one-fortieths and one-twentieths), being two ten-cent cigars made as one and costing the smoker fifteen cents, or seven and one-half cents each.

"Reynaldo" Economics (packed in one-fortieths) being two two-for-a-quarter cigars made as one and costing the smoker twenty cents, or ten cents each.

W. S. Luckett, of Luckett, Luchs & Lipscomb, who invented this process, was seen at his office and asked to tell the most salient facts of his invention. He said:

"I stumbled on this invention in an effort to save for the consumer the increased revenue tax which for a time we thought was going to be put on cigars. It occurred to me that it would be possible to make two cigars in one operation, or rolling, to use the cigarmakers' term. This always effects a saving in any manufacturing process. After much thought and many experiments, I believe we have achieved our object, but, as there will now be no increased internal revenue tax, we can give the smoker much greater value for his money.

"The cigars are made exactly as any properly constructed cigar is made. The wrapper, binder and filler are all laid in the regulation way and the two cigars, when separated, are perfect cigarmakers' products, exactly the same as if they had been made individually.

"I think it will be conceded that this new type of cigar has advantages for everybody concerned. For the manufacturer, for the jobber and for the retailer—it cannot help but stimulate business, and it brings to the smoker the same cigar at a greatly reduced price. This latter is readily seen when it is realized that all labor operations are re-

(Continued on Page 28)

Cleveland

Business Tends Toward Normal Footing—J. B. Shields Sending in Many "La Saramita" Orders—Son of Max Mendelsohn to Marry Cleveland Girl

CLEVELAND, O., October 12.

ALTHOUGH Cleveland has been hit as hard as any of the rest of the cities throughout the country by the war scare, things are beginning to pick up again and tend to reach a normal footing. The writer has made a resume of the cigar and tobacco interests here which shows that conditions have bettered by a big percentage over the first few weeks of the war and the outlook is more than bright.

E. E. Poole has opened up a cigar store at No. 30 Euclid Arcade. He will carry a full line of cigars, tobaccos and smokers' articles. He will have an entrance into the new building which was just opened up and which should bring him a vast patronage, as well as the entrance into the arcade proper. Mr. Poole has a host of friends in this section of the city and there should be no question about him making a great success in his new location.

Sam Cohn, who formerly operated the Calumet bowling alleys on Fifty-fifth Street, has finally succeeded in securing a location at 5802 Euclid Avenue. He will open up with seven billiard tables and seven bowling alleys. It will be the most complete recreation parlor in this end of the city. Mr. Cohn is saving no expense in equipping his new rooms. Although it has been over a year that Mr. Cohn disposed of the Calumet Alleys, his friends are waiting with eagerness to offer their patronage in his new establishment. He will carry a complete line of cigars and tobaccos, featuring the "La Saramitas" and "Saramita Fives." The opening will be around the 15th.

Trottner Brothers & Zeigler have purchased the cigar store of H. J. Mandelbaum at 311 Superior Avenue N. W. They have remodeled and stocked the store with brands of cigars which they control, and are going right out after all the business in sight. All the boys interested are thoroughly familiar with the cigar business and if they keep up the pace they have already set in their first weeks they should be a big factor in the retail cigar trade of the city.

Mr. H. J. Mandelbaum, who disposed of his cigar store located at 311 Superior Street, to Trottner Brothers & Zeigler, has gone into the motion picture supply business. Mr. Mandelbaum was one of the pioneer cigar men of Cleveland and was located at the above address for the greater part of his career.

J. B. Shields, of the Shields-Wertheim Company, is making a swing over the territory, and by the looks of the many large orders coming into the house, one would not think the country was much affected by the war scare.

Locally, both "La Saramitas" and "Saramita Fives" are enjoying a large sale, and their many display windows are continuing to be the talk of the town.

Bill Blashke, city salesman for the Shields-Wertheim Company, has purchased a farm close to the city and claims that he is enjoying country life.

M. E. Loeb, formerly of Canton, is in town and has several different brands which he is selling to the local dealers.

The announcement of the engagement of Miss Lillian Greenhut, daughter of Mr. and Mrs. Max Greenhut, of Cleveland, to Mr. Grover Mendelsohn, son of Mr. and Mrs. Max Mendelsohn, of New York, has just been made public. This announcement is of much interest to the tobacco trade, as Mr. Mendelsohn, senior, is one of our leading leaf tobacco merchants located in New York City, and Grover Mendelsohn is at the head of the Mendelsohn Cigar Company, located in Cleveland.

Tinkham Brothers, of Jamestown, N. Y., has just been added to the list of distributors for the Decision Cigar Manufacturing Company by the Mendelsohn Cigar Company.

Fred Buxham has joined the "Omar" cigarette forces and will be located in Cleveland.

Joe Klein, of Larus Brothers, manufacturers of "Edgeworth and "Q-boid" tobaccos, is making a business trip through Pennsylvania and West Virginia.

George Bassett reports business as picking up. He is using display windows with great success, and the many varied and artistic displays are attracting many customers to the store.

T. Jones, formerly with the Gollmar Cigar Company, in is charge of the cigar stand of M. Gluckman at the corner of East Sixth Street and Superior Avenue.

All the stands of the Fred G. Gollmar Company report a very nice business, but the one that has exceeded their fondest expectations is the stand formerly owned by Joseph T. Snyder, at 742 Euclid Avenue. This stand is running far ahead each month over the previous business, and is a source of great encouragement for this thriving concern.

JERRY.

Wichita Wholesale Cigar Company

George W. Foster and J. A. McGuire, proprietors of the Wichita Wholesale Cigar Company, are the oldest wholesale cigar dealers in Wichita, Kansas. Mr. Foster started in the cigar business in Wichita in 1886. In 1894 he and J. A. McGuire formed the Wichita Wholesale Cigar Company. They were in business in the first block on North Main Street about six years, after which they moved to the Means Building, corner of Lawrence and Douglas Avenues, where they remained about twelve years. About a year and a half ago they moved their offices to their present quarters, over 127 South Main Street.

From a small institution the Wichita Wholesale Cigar Company has steadily grown until it is now distributing over 5,000,000 cigars annually. Three traveling men cover Kansas, Oklahoma and Eastern Colorado.

Holiday Offering on "New Bachelors"

T. J. Dunn & Company announce to the trade that they have just recently placed on the market their special holiday package of "New Bachelors." This package consists of a particularly attractive can, 1/40, containing a moistener at the bottom to insure the keeping of the cigars in good condition, and goes to the trade at $35. Already, many of the Dunn distributors have sent in their orders for this offering, and it goes without saying, that it will go with a rush. T. J. Dunn & Company have left no stone unturned to insure the popularity of this favorite brand, and that they have been successful, is attested by the fact that in nickel goods, it is classed among the biggest selling lines in practically every state in the Union.

"Partagas" Cigar Factory Busy

Among the few factories in Havana that are working up to normal is the "Partagas" factory, which is very busy with orders at this time.

Robert E. Lane, the genial United States representative, with offices in New York, has recently been out among the trade and landed some handsome orders on some of the new sizes that the factory recently started making. Christmas packings of "Partagas" cigars are as popular as ever and despite conditions there is a good demand for them.

Failure to Reach the Smoker Hurts Cigar Day

NATIONAL CIGAR DAY has come and gone and brought only indifferent results for those who labored most diligently for its success. Here and there a few bright spots stand out, but in truth they are few. For the greater part of the smoking public smoked through October 12th without the vaguest idea that it marked the establishment of Cigar Day as an annual national institution.

The trade papers did their part in trying to arouse interest and there is no question that as far as the retailer was concerned there was general enthusiasm over the idea. Unfortunately the retailer is not able to make Cigar Day. It requires the co-operation of not only all the retailers, but the jobbers and manufacturers as well.

Most beginnings are failures in undertakings of this kind, but from such failures can be built the foundations for a substantial structure to stand the test of other years.

It is not hard to discover why this event failed to "make good." *No effort was made to reach the consumer.*

No manufacturer would think of advertising to the consumer with any line of goods unless he had the retailer stocked up, to take care of inquiries. Yet apparently little if any effort was made to educate the consumer regarding Cigar Day. Certainly the trade papers could not do this work alone, but they did reach the jobber and retailer.

Cigar Day should succeed and will succeed as a national event if the cigar manufacturers want it to. The raisin and pineapple people have put their days across "big." Why? Because they not only stocked the jobber and retailer, but they went after the consumer, and got him. And the pockets of the retailers, jobbers and manufacturers are jingling with a lot of extra coin every year as a result.

To make Cigar Day a success money must be spent to reach the consumer and to educate him regarding this event. It is perfectly obvious that in a city where there are from three to ten thousand retailers, that it would not pay the individual retailer to do the advertising to the consumer. One three-thousandths part of the increased sales on that day would never pay him individually for the expense.

But how about a manufacturer with from 2000 to 5000 accounts in a large city? It would be one of the best investments he ever made if he took large space several days prior to the date set for the event and started to educate the consumer to buy his brand on Cigar Day.

It is surprising to find that hundreds of cigar manufacturing firms, whose brands would die a natural death in two years if it were not for their advertising, could fail to see that the establishment of Cigar Day means increased sales for their brands, not only for Cigar Day, but the next day, and next year.

In large cities where a page of space in a daily newspaper cost from $300 up, it would have been an excellent plan for the big manufacturers to have gotten behind this movement and bought a page, distributing so much space to each manufacturer. They could have started several days prior with editorial matter, announcing the establishment of Cigar Day, and followed it up with more educative matter, and then on the morning of Cigar Day could have come out with the advertisement of the brands of the manufacturers who paid for the space, directing the consumer to try these brands.

If fifteen or twenty manufacturers got behind such a movement in each city, at a cost of perhaps $100 or less, to each firm, they would have been surprised at the result. A hundred dollars spent by a manufacturer who had above one thousand accounts in a city like New York or Chicago, would have moved a tremendous amount of goods at a very small expense, on that day.

It is surprising that the newspapers did not make an effort to get special advertising for this event. They could have set aside a page and prepared a special head for it, and then sold the space pro rata to any number of manufacturers.

There may have been some criticism of the newspapers for not devoting space to Cigar Day, but the lack of enthusiasm on the part of the manufacturers was no doubt responsible in some part for this.

What is needed is organization and co-operation. The big advertisers who are at it every day in the year know that the right sort of advertising, properly placed, increases the earning power of the invested dollar.

Educative advertising is bound to bring business to some one else besides the advertiser, but the advertiser who does that kind has already learned that he gets the lion's share which is more than enough to warrant the investment.

One lithograph house presented a manufacturer of a well known cigar with 2000 window posters advertising Cigar Day. The lithograph house saw that the success of this day meant business for them next year. But on the other hand, 2000 posters were as a "drop in the bucket" in a city the size of New York or Philadelphia. This firm realized the need of reaching the consumer. The consumer is still with us. Let's get him next year.

If, as is predicted, the tobacco trade is to be the mark of the reformers after they have subjected the liquor interests, it is not too early to organize for protection.

Instead of giving up because Cigar Day has not been "put across" big, every one should put his shoulder to the wheel and begin now to plan for next year.

No efforts have been wasted. Let no retailer be discouraged. He will be that much ahead of the other fellow next year. Cigar Day has come to stay.

Some have labored under the impression that Cigar Day was conceived for the benefit of the trade papers. A moment's consideration would prove the error of such a statement. As trade papers go, there is not a nickel in the proposition for them. They may gather some extra advertising when the day becomes better established, but they will have well earned all they get.

They started this day on nothing but their belief and knowledge in human nature, and they still have it, with a little additional knowledge.

The trade papers know that this day can be made a success, and they know that a prosperous trade makes better conditions for every one in it. There you have the secret of the trade papers' interest in Cigar Day.

At the Electrical Show which opened last week at the Grand Central Palace, New York City, Phillip Morris & Company, Limited, manufacturers of the famous cigarettes of that name, were represented by a complete miniature cigarette factory.

Chicago

Perry Pipe Display Attracts Smokers—"Rotary" Cigar Is Having Big Run—Head of Taussig & Company Sees Good Winter Ahead

CHICAGO, October 12.

INTERVIEWS with some of the leading cigar and tobacco men of the city on conditions during the past two weeks lead to the conclusion that business is steadily growing better as the holiday season approaches. Beginning with the retailers, who are the true weather-cocks when it comes to diagnosing the state of business, it can be said that trade in both the downtown and the residence sections of the city has been about all that could be asked during the period under discussion. With the smokers of high-grade imported cigars all back from their vacations by this time, the stands in the Loop office buildings are once more doing a fine business. Many new hotels and buildings of one sort or the other are being erected in the downtown district. Work on these is about completed by this time, and many new stands will be added to the large number already in the crowded central business district. On the other hand, the jobbers are not inclined to complain. Business is opening fine for the season, considering the number of outside distractions.

"If conditions were normal," said a prominent jobber to the writer the other day, "we would be having one of the best fall trades in our history. Under existing circumstances, we are experiencing a trade which is about the average, and that is a lot better than we were expecting a few weeks ago, let me say."

The store of Albert Breitung in the Monadnock Building has a fine display of the Perry Pipe, which is about the best which has struck this city in some time. The advertisement shows a cut-out, with an automatic device operated with electricity which smokes the pipe for the man and calls attention to the patent nicotine and slug eliminator in the stem. Large crowds are being attracted every day.

Richard W. Sears, the mail order king, president of Sears, Roebuck & Company, who has been identified with the cigar business as well as most other lines of business on the slate, died two weeks ago. He was the founder of the company which bears his name. Starting in life as a poor telegraph operator, he rose to the possession of $25,000,000 and one of the largest businesses of the kind in the world.

Best & Russell are making a hard campaign on "Robert Burns" cigar. The regular plan of the company in employing special salesmen to cover the city, working on no other cigar but "Robert Burns," is being used in this case, and it is working out with all the success that could be wished.

Charles Kresl, well-known cigar box manufacturer, died last week at the age of sixty-six years. He had been in the business for more than thirty years.

Ben Koral has taken charge of the cigar department of McNeill & Higgins Company, the large wholesale grocers. Mr. Koral is a man of experience in the cigar business, and has been with the house for the past nine years, so that he has the advantage of knowing the class of trade. The effort will be to sell all the customers of the company, who have long been buying goods from the house, but never cigars, for the good reason that the cigar department is a comparatively new thing. The leader of the line which will be handled by the company is "La Estable," by Garcia & Vega, and in the five-cent goods, "1872" and "Cornell," both well-known brands. Special salesmen have been employed for the opening campaign.

E. W. Lilienfeld, of José Escalente & Company, left the city on an extended trip to Tampa this week. He expects to spend some time at the factory of the company and in getting a line on general conditions in the field.

The William F. Monroe Cigar Company is making a big run on the "Rotary" cigar, which is the brand endorsed by all the Rotary Clubs of America. The Rotary Club is a national organization of business men which has hundreds of members in this city, and the displays of the company are making an appeal to them as well as to the general public.

Clayton-Hamburger Cigar Company has added a new store to the string which the company operates in the Loop district. The establishment is located at Madison and Canal Streets, in an excellent neighborhood for high-class trade.

"Jim" Crow, who for many years has been a popular figure in the local cigar trade, has accepted a position as manager of one of the stores formerly operated by Stroud & Jackson, located at Randolph Street and Fifth Avenue. The store is now owned by Rodriguez Fernandez, who acquired the place following the failure of Stroud & Jackson a number of months ago. Mr. Crow was formerly manager of the Daniels Cigar Store at Dearborn and Madison Streets.

Carr & Powers, the retail cigar merchants, at Monroe Street and Fifth Avenue, expect to open a couple of new stores in a few months. They have been most successful with their initial venture, and believe that a little expansion is now in their line.

Albert Korn, with S. H. Furgatch & Company, was in the city for a few days. Mr. Korn called on a number of his old friends and discussed trade conditions as he saw them.

William T. Taylor, representing the Romeo & Juliet Cigar Factory, Havana, Cuba, was in the city last week. He does not get to the city very often these days and his many friends here were glad to see him.

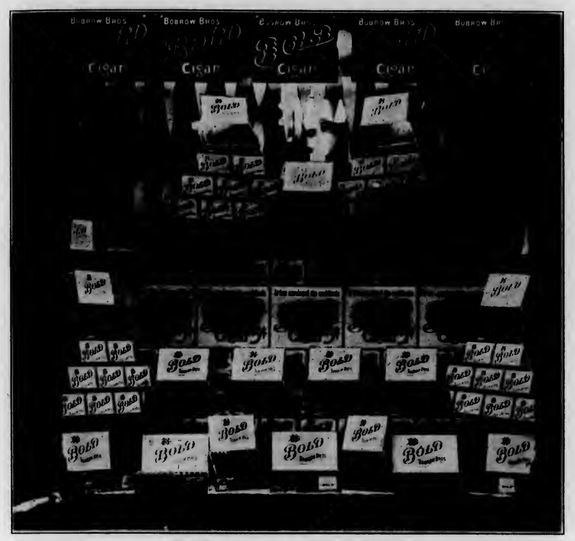
William Taussig, of the prominent leaf firm of Taussig & Company, was enthusiastic this week in discussing leaf conditions throughout the country.

"We have started the fall with a good trade," said Mr. Taussig, "in the city as well as in the country. The small manufacturers in the rural districts are placing orders for stock with caution, but in a manner which shows that they have plenty of confidence in the future. I think we are going to have a good trade this winter. There has been a revival of the cigar business in many of the smaller towns over the Middle West which were harmed a while back by the removal of the saloons under the option law. Now for some reason the trade seems to have come back to these manufacturers. It may be due to the fact that great sections are becoming so dry that the thirsty natives have ceased going to other towns by teams and interurban to quench their thirst. It would seem, if this is the case, that the argument that the loss of saloons from a town ruins the cigar business is not strictly true in all cases, although there is no question but that it does much harm for the time, especially if there is a wet town within hailing distance. These 'buckeyes' ought to be given more attention in the tobacco trade journals. They are thriving little factories many of them, which buy a good grade of stock, and turn out some five-cent cigars which are hard to beat."

Mr. Taussig recently returned from a road trip to local points.

Benjamin Rothschild, of Rothschild, Sons & Company, has returned from a trip to Havana, Cuba, where he bought in the tobacco market. Mr. Rothschild returned with some fine samples. He said that the situation in Havana was poor, owing to the war cutting off a part of the market.

G. W. WHITCOMB.



A Display of One of the Big Nickel Sellers

Brands come and go, but the "Bold" cigar continues to move forward with amazing speed. The slogan, "Above All," seems to impress the smokers, for the consumers of "Bold" are on the increase.

Pittsburgh has fallen in line with St. Louis, Mo., and Kokomo, Ind., where the demand for "Bold" cigars exceeds the supply.

This photograph is one made from a window display in the Afco Cigar Store in Pittsburgh, and it brought the smokers into the store in quick order.

Tampa

Manufacturers Optimistic As Orders Arrive—Gunst Cigarmakers Are World's Series Fans—E. J. Stachelberg Visiting Chicago

TAMPA, October 10.

SATISFACTION is being expressed on all sides by the various cigar manufacturers relative to the prospects for fall and winter business. It was thought at first that the present European situation would prove somewhat disastrous to the trade, but the manner in which orders and repeats are being received, leave little room for worry. Jobbers and distributors who showed a tendency to go light on their orders, are again coming up to the standard. In order that there may be no chance of being caught unawares, the local manufacturers are seeing to it that their end is kept in thoroughly good shape. While the shipments of 1914 have not equaled those of 1913, still there is much room for optimism in that the internal revenue receipts for 1914 for the third quarter ending with September, totaled $225,078.55, as against $215,219.21 in the year preceding.

Sprinkler installations seem to be the order of the day. The Morgan Cigar Company is now installing an extensive sprinkling plant in their factory at West Tampa. Good business is reported at the factory.

"I'll have to put a wire in of my own, direct from the World's Series games, if I am going to work full force during the series," said Larry Gunst, of M. A. Gunst & Company. "Many of my men go down to the office of the Tampa *Times* to watch their electric score-board, which means a decrease in the manufacture of the Gunst products. Mr. Gunst stated that among his cigarmakers a great many of them were very enthusiastic baseball fans.

Though the new four-story addition (30 by 50 feet) to the factory of Arguelles, Lopez & Brother, will be completed shortly; it is now stated that in all probability the same will not be occupied until about the beginning of the new year. Business at this factory is picking up, orders for the well-known "Tademas" during the past week or so having shown a very satisfactory increase. While business at this house is not as good as that done during the same period in 1913, the decided increase, as above stated, is regarded as encouraging.

War has not affected the business on the "José Vila" brand, manufactured by Berriman Brothers, according to Manuel Sanchez. Business is still increasing at the factory, and orders are as good as for the same period of last year.

José Escalante & Company, manufacturers of the noted "Corina," have been taking on additional hands lately, and state that their output now reaches a trifle more than 50,000 cigars daily.

E. J. Stachelberg, vice-president and general manager of the Sanchez y Haya factory, had as his guest recently, R. A. Wright, a salesman, of Birmingham, Ala. Mr. Wright is well known to the Southern trade. Mr. Stachelberg left last week for a few days' visit to Chicago, and also planned to visit Minneapolis.

The Liborio Cigar Company, manufacturers of the popular "Liborio, Cuba's Uncle Sam," will shortly launch a new five-cent cigar, to be known as the "Dime for a Nickel."

Celestino Vega, of the firm of that name, left recently for Havana, where he plans to go over the ground with the planters in order to ascertain what is to be done relative to a new tobacco crop.

Jerome Regensburg has returned again to the factory and reports first-class business, there being an especial demand on the factory's well-known "American." He states that "everything is going nicely and we are well satisfied with the number of handsome orders received recently."

Bustillo Brothers & Diaz, who make the splendid "Henry the Fourth," state that they are much pleased with the incoming orders on this brand. They say that they are now prepared to take care of those dealers who are desirous of placing their orders for holiday packings. PERFECTO.

Detroit

Mazer Cigar Company to Announce Auto Winner at Banquet—Give Credit to Philadelphia for Good Cigars —Sanchez y Haya Representative Shoots Ducks for Friends

DETROIT, MICH., October 10.

"Keeping constantly at it applies to the retail cigar industry as well as any other line of trade, in referring to the reasons for success."

THE education of clerks in the retail cigar business is something that is well worth the attention of cigar manufacturers, jobbers and dealers, particularly in these days where the exclusive cigar store is becoming more and more evident. The day of the loud-mouthed, noisy and boisterous cigar clerk is past; the clerk who makes good today must have these qualifications: First, he must know the business, the different brands and all about them; he must have confidence in his employer, he must be honest and must know when to keep his mouth shut. It is a bad policy of many a clerk to "talk too much." The result is that when he gets conversing with some customer who may be buying a five-cent cigar, the man who wants to buy a box or, say, three-for-a-quarter, has to stand by until the clerk and his nickel customer get through chinning about the world's series, or the weather. This is a condition which arises every day in many of the stores. More than once I have seen men walk away from a cigar stand because of some silly conversation being carried on with the clerk while he was kept waiting. Clerks must talk to their customers, and a clerk who knows how to talk is a valuable asset. But to know "when to quit" is probably the biggest asset of all. This is just one of the many evils of the retail cigar business that with proper attention and education on the part of the proprietors can be eliminated. It cannot be said to be serious, yet every evil that we can wipe out puts the industry on a higher plane.

The Motor Truck Manufacturers, consisting of dealers, makers, owners and accessory manufacturers, convened in Detroit, October 7-10, and held a banquet at the Hotel Cadillac, at which "Melachrino" cigarettes were used.

The Detroit Convention Bureau has booked several conventions as far ahead as 1920, which shows that some associations are so anxious to meet in Detroit that they are not taking any chances.

Ed Jandorf, of Keiser & Boasberg, of Buffalo, leaf tobacco dealers, visited here on October 9th. Among the cigar men were Bill Higgins, of Park & Tilford; A. J. McBlair, of Raymond Ray; T. D. Becker, of Lozer Anguillez; Frank Rowland, of Lopez Hermanez; I. A. Mitchell, of T. H. Hart & Company, of Philadelphia, and Mr. Taylor, United States representative of the Romeo & Juliet factory, accompanied by Fernando Palicio Arguilles, son of the owner of the company manufacturing this brand. Mr. Arguilles was making his first trip with Mr. Taylor for the purpose of becoming acquainted with the dealers and to study the American methods of business. Mr. Arguilles was very well impressed with the progressive spirit of the Americans and the splendid type of men who are engaged in the retail cigar business.

Frank Smith, who for some time has been manager of the Hammond Building stand for the LaFond Company, has tendered his resignation to become effective the fifteenth of October. Frank is to go on the road selling cloth labels for ready-to-wear garments, etc. He was at one time manager of the cigar stand at the Hotel Pontchartrain, which he gave up to engage in business for himself.

The Standard Drug Store will move from 14 Gratiot Avenue, Detroit, to larger quarters at 155 and 157 Woodward Avenue, before November 1st. The name will be changed to Cunningham Drug Store. The new location is much better than the present one. It is right on the main thoroughfare of the city and is where the crowds are the thickest.

Among those who participated in the trade tour of the Association of Commerce in Grand Rapids, Mich., on October 9th, going as far north as Saginaw, were John Dietrich, of the G. J. Johnson Cigar Company, and Peter C. Payette, of the Woodhouse Company. The purpose of the tour was to stimulate better trade relations between the merchants en route and the jobbers and manufacturers of Grand Rapids.

The Christy brothers, Peter and Steve, have recently opened a high-class billiard parlor on the second floor of the building at Woodward and Elizabeth Streets, where a cigar department is being operated in connection with it.

Retailers in Ann Arbor, Mich., report business to be increasing. This is due to the fact that the University of Michigan has opened for the coming year, with an enrollment of over 6000 students, a larger number than last year. Ordinarily the population of Ann Arbor is about 17,000, and when this population is increased nearly 40 per cent., it will readily be seen that business in general improves. The retail cigar stores for this month are featuring a full line of pipes and cigarettes, being the favorite smoking products of the students.

Note the following figures showing the results of the cigar manufacturing industry in Detroit for the month of September: Cigars made, 26,890,123; taxes paid, $80,670.37; tobacco, 2,743,280 pounds; taxes paid, $219,462.40.

To compare these figures with those of 1913: Cigars made, 27,278,983; taxes paid, $81,836.95; tobacco, 2,361,560 pounds; taxes paid, $188,924.81.

We fell off only a trifle during September with the same month last year, which is practically nothing when present conditions are considered. Most lines of manufacture have fallen off from 5 to 25 per cent., yet it may be said that the cigar manufacturers have at least been holding their own.

October 31st is the date set for the smoker at the new factory of the Mazer Cigar Company, at which time the winner of the $875 automobile will be announced.

T. H. Perry Company, 502 Scherer Building, who recently engaged in the jobbing trade, are doing a nice business.

The Soper Segar Company feels very fortunate in having secured the services of Frank Hardoin, who was for more than a year connected with the E. M. Harris cigar store.

Harry Bland, of the Sig. Mayer Company, of Philadelphia, was a recent visitor. It might be said in this connection that Philadelphia cigars are very good sellers in Detroit. This includes not only those of the Sig. Mayer Company, but a number of other companies as well. While Detroiters are inclined to josh Philadelphia for their slow(?) methods, we must give them credit for making good cigars as well as their excellent business methods. Philadelphia cigar salesmen do not have (at least they do not show) any of the cheap methods used by a great many cigar salesmen, and above all, their word or promise is as "good as gold." Philadelphians have a habit of being sincere in what they say, and when a salesman tells us that his cigar is one of the best on the market for ten cents or five cents, as the case may be, the dealer need have no hesitancy in placing the utmost belief in that statement.

Tom Howard, Flint representative for the Harry W. Watson Company, has recovered from several months' illness.

(Continued on Page 28)

Trade Jottings

S. G. Russell Company, Seattle, Wash., feature the brands of Cuesta, Rey & Company, Tampa, Fla.

"Charles Denby" (H. Fendrich, Evansville, Ind.) is enjoying a good deal of popularity in Rochester, N. Y.

"Apex Stubs" and "John Ruskins" have been recently introduced to Tacoma trade by Sam Lavroff. Good business on the brands is reported.

Morris Lester (Antonio Roig & Langsdorf) recently spent a short time in Kansas City, Mo., in the interests of the company's popular "Girard."

Steber & Son, in Reading, report that their leader, "Steber," continues to show progress. In connection with this brand the firm have had some very attractive lithographic matter prepared for their dealers.

Good business is reported from Kansas City and surrounding territory by W. A. Andrews, a well-known salesman, who is making his maiden trip on the popular "Charles Denby" in the interests of H. Fendrich, Evansville, Ind.

"First Consul" Havana cigars are represented in the Northwest by Thomas Q. Atkins, who is well liked by the jobbers and retailers in his territory, upon whom he called recently, in the interests of his firm, P. Pohalski & Company. Mr. Atkins reports nice business.

Fine orders for holiday trade are being booked by Bernard Lett, of B. Lett & Company, Boston, Mass., on Sanchez y Haya's "Hildanas." B. Lett & Company are the agents in New England territory for the Sanchez y Haya brands.

D. F. Fleck is busier than ever in his new factory at Seventh and Cherry Streets, Reading. The "Courtello" brand continues to win on merit and bring in repeat business. Mr. Fleck has recently returned from the West, where he landed some nice orders.

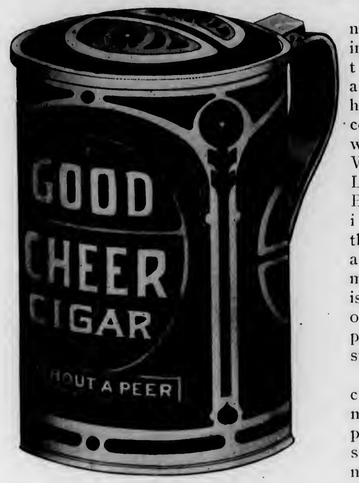
Straus Brothers & Company, Cincinnati, O., local distributors for the well-known "Webster" (Y. Pendas & Alvarez), have sent to the Gutzeit Company, cigar jobbers, Lexington, Ky., a cabinet containing fixty-six different sizes of the "Webster" brand. The Gutzeit Company plan a big display of the brand during the "Trots" at Lexington, when visitors from all sections of the country will be entertained.

Burdsall & Adams Make "Cigar Day" Display

The retail store of Burdsall & Adams, the well-known manufacturers of the "Blanduro" cigar, of Media, had a fine window display on Cigar Day, and gave away souvenir cutters to their many patrons.

Business on the firm's brands shows an increase and they have recently introduced their cigar in several new territories. At the present time they are sending out with shipments on their "Blanduro" brand some very neat match box holders advertising the cigar.

New Tin Stein Cigar Package



One of the newest things in the way of tin cigar packages is the handsomely decorated stein which the Wiedmann-St. Louis Cigar Box Company is offering to the trade, and an advertisement of which is to be found on another page in this issue.

With the increasing demand for tin packages, the stein shape is new and attractive and certainly one that will move goods from the retailers' shelves. This package is useful as well as decorative and the consumer will no doubt buy cigars in this container on sight.

As a Christmas packing for cheaper grades of nickel cigars, this tin stein ought to be a leader. The holiday buyer is always looking for the new and novel things, and such a cigar packing is sure to win attention.

This stein, however, is not particularly designed for holiday goods and it can be used effectually at any time of the year. There are a number of manufacturers who already anticipate using it for brands made to sell in certain sections.

Interested parties should lose no time in getting in touch with the manufacturers, who will promptly furnish prices, etc.

A sample of this tin cigar stein can be seen at the office of THE TOBACCO WORLD.

Pittsburgh Jobber Gets "Rocky Ford" Cigar

The smokers of Pittsburgh and vicinity will now have the pleasure of being able to enjoy a real good smoke for only five cents. The Union-American Cigar Company, who manufacture the celebrated "Rocky Ford" five-cent cigar, at their Newark, N. J., factories, have just made arrangements with the Zeugschmidt Cigar Company for the distribution of this cigar in Pittsburgh. The "Rocky Ford" cigar is well known from coast to coast as a strictly quality cigar, and the Zeugschmidt Cigar Company should be congratulated to be able to launch the brand.

This firm will also handle the "Pittsburgh Famous" stogie and "Improved Manila Sticks," both of which are made by the Union-American Cigar Company.

"Por Larranaga" Head in Chile

Don Eustaquio Alonso, head of the "Por Larranaga" factories, has recently been visiting Chile in the interests of his brands. It is said that he is adding considerably to the outlets for the "Por Larranaga" cigar in that country.

In the per capita consumption of tobacco, it is interesting to learn that Holland leads the world, with Belgium second and the United States third.

W. L. Hazell Heads Richmond Tobacco Trade

Will L. Hazell, for ten years prominent in the local trade, was elected president of the Richmond Tobacco Board of Trade at the annual meeting. Other officers were named as follows: Nat Frazier, vice-president, and Edward Winfree, secretary-treasurer. Board of Governors—W. L. Hazell, Nat Frazier, S. W. Tompkins, J. L. Wingo, Julius A. Hobson, W. W. Morton, T. M. Carrington, R. T. Arrington and L. C. Strause.

The annual report of John M. Taylor, retiring president, proved of unusual interest.

"I am glad to be able to report," Mr. Taylor said, "that our loose sales show a substantial increase over the sales of the previous year. From September 1, 1912, to September 1, 1913, 11,317,348 pounds were sold at an average of $8.71. From September 1, 1913, to September 1, 1914, 13,899,362 pounds were sold at an average of $7.54."

Continuing, Mr. Taylor said: "The transportation companies entering Richmond report that for the year, September 1, 1913, to September 1, 1914, they brought into Richmond and delivered to manufacturers and dealers 152,207,000 pounds of leaf tobacco; adding to this our loose sales of 13,899,362 pounds and we have a total of 166,106,362 pounds. Allowing a deduction of 6,000,000 pounds, which is a conservative estimate of what may have been brought in by rail for the loose sales, and we have a total of 160,106,362 pounds, either manufactured or rehandled in Richmond—this is an increase of over 9,000,000 pounds over the previous year, and I think it safe to say that this showing is not equaled by any other tobacco market in the United States, and probably establishes a record for Richmond.

"The dark crop of Virginia will be much smaller this year than usual; a large proportion of this is usually taken by Continental Europe, and the war now raging there will materially interfere with the marketing of it, probably more than with any other type of tobacco grown in our section, but this will present an opportunity for the much-maligned middleman to demonstrate his usefulness."

George B. Hutchins, who recently retired as president of the "Polar Bear" Tobacco Company, will probably engage in manufacturing tobacco on his own account in Cincinnati, according to the latest reports.

DETROIT

(Continued from Page 26)

Lester W. Wanamaker has opened a branch at 725 Woodward Avenue. He will continue himself at the Michigan Avenue store.

A couple called at the Marriage License Office the other day and applied for a marriage certificate; the man gave his name as "Hassan" and the girl "Fatima Murad."

Ed Schauroth, 15 State Street, distributor for "Little Penn" cigars, says he is enjoying an excellent business.

Dean Roberson, clerk at the Pontchartrain Hotel stand, has returned from a week's vacation spent at Long Lake.

George Meigs, Michigan representative for Sanchez y Haya, was in town the other day with a load of ducks which he shot at the St. Clair Flats, where he has a summer home. Mr. Meigs took care of many of his friends in Detroit, but those who were disappointed this time will be taken care of later. George says he will see to it that his gun shoots enough ducks so that all of his friends at one time or another during the fall season have a duck dinner with his compliments.

AL U. THORNBURG.

An Innovation in Cigar Making

(Continued from Page 21)

duced in cost and that there is a further saving in the tobacco which, in the ordinary process of manufacture, is cut from the ends and goes into scrap.

"In addition, only one box, one set of labels and one band is used when cigars are made in this way, where heretofore two were necessary. We have figured all these savings in fixing our selling prices on the 'Reynaldo' Duets and Economics, and, in addition, a saving of one-half the cost of the revenue tax. Our contention is, that each box of twenty-five of these cigars should pay tax for only twenty-five cigars. The Revenue Office in Washington is going to make us pay a tax for fifty cigars until the matter has been passed upon by the courts. This will soon be done and we are confident of winning our point.

"We feel we have an idea of immense value and are proceeding to patent it in every country where it could possibly be used, employing the best firm of patent lawyers we could find."

May Get Difference in Price of Bonded Stamps

TAMPA, October 10.

A recent report from Washington, D. C., states that the Treasury Department is going to reduce the price of bonded cigar stamps 75 per cent. or more, and that possibly there may be a refund made of the difference between the price to be charged and that of $10 per thousand, originally demanded.

The above, it is stated, is due to a desire on the part of the Treasury Department to charge for the bonded stamps simply the cost entailed in their manufacture by the Bureau of Printing and Engraving.

No decision has as yet been made relative to the kind of stamps or the arrangement to be made in the stamping of the bonded cigars, but it is thought that when the decision has been reached, it will not affect the change in the lettering, except that there may be a possibility of the stamps including a type of cigar not covered by the Spanish hand-made goods.

PERFECTO.

"Clear Title," Frank & Company's New Brand

That "Rotten," the peculiarly named brand of D. M. Frank & Company, 214 East Fifty-second Street, New York City, has a mighty following, one will not question, but it will have to look closely to its laurels if it is not to be left behind in the race by the newest product of this company, "Clear Title." This cigar has taken on with a hold, large bunches of orders coming in daily. It is said to be one of the quickest hits ever introduced into New York City by a cigar manufacturer.

"Savaronas," manufactured by the Cayey-Caguas Tobacco Company, were recently featured in an attractive window display, by Battersby & Smith, the well-known First Avenue retailers, Seattle, Wash.

"Girards" Have Call in Oregon

A report received from W. W. Cowan (Antonio Roig & Langsdorf), Portland, Ore., where he is doing missionary work in the interests of the noted "Girard," states that nice business is being done on the brand. Mr. Cowan is devoting much of his attention to the pushing of the Brokers' size, a ten-cent shape of the brand, this size being new in this district. Lang, Jones & Company are distributors in Portland territory for the "Girard."

A display which recently appeared in one of the windows of the Standard Drug Company, Cleveland, Ohio, to advertise the famous "La Saramita" cigar.

Proprietor of Continental Cigar Company Fined

Owing to the illness of his wife, B. J. Hollingsworth, proprietor of the Continental Cigar Company, of Wichita, Kansas, was fined only $250 and costs when he pleaded guilty to operating a scheme to defraud by use of the mails. Judge Pollock, who heard the case, told Hollingsworth that he could tell his wife that he got off lightly on account of her condition.

Hollingsworth through the newspapers advertised for cigar salesmen and charged them a deposit of $10 for sample cases containing cigars. The facts of the case were presented in THE TOBACCO WORLD several months ago.

Hollingsworth's attorney stated to the court that his client did not know his acts were in violation of the law and that he was merely guilty of a technical violation. Judge Pollack, nevertheless, pronounced a fine of $250 and costs and showed a disposition to make the penalty heavier, had not the defendant's wife been ill and in need of his financial assistance.

Reduce Price of Bonded Cigar Stamps

WASHINGTON, D. C., October 10.

Assistant Secretary of the Treasury Peters has decided to reduce the price at which bonded cigar stamps shall be sold. Notice was given today that the stamps shall be sold for $1 per thousand and that all bonded cigar manufacturers who have bought stamps at the old price shall be refunded the difference. This notice was made in a letter to the collector at Jacksonville, Fla.

Of 7,000,000,000 cigarettes made annually in Germany, 52 per cent. are produced in Dresden. Dresden is also the greatest market in the world for Turkish raw tobacco.

United Stores Again Visited By Hold-Up Men

When John McCormack, clerk in a United Cigar Store at 711 Grand Street, Williamsburg, turned around to make change for a customer the other day, he found himself seized and a healthy revolver looking him in the face, as an inducement to him not to make an outcry. Two men then bound him hand and foot and left him for some Good Samaritan to set free. When a newsboy discovered McCormack a few minutes later and set him free, he found the cash register had netted the thieves $97.50.

A day or so after Mr. McCormack's experience, Ross McGraw, a clerk in a United Cigar Store at 789 Second Avenue, was waiting on a customer when two other men came in and poked a revolver in his face. The shooting iron effectually kept Mr. McGraw's voice inaudible and he was pushed into a back room where he was tied fast. The cash register netted only $25, but an open safe beneath the counter which the hold-up men overlooked contained $75.

"United" to Extend Chain in the West

R. L. Ramsdell, vice-president of the United Cigar Stores Company, has recently visited Chicago for the purpose of establishing a chain of agencies under a plan similar to the one recently put in effect in the East. The company contracts with dealers already established, or others, to establish them as agents of the "United."

Cambyses Directors Elect Officers

At a recent meeting of the board of directors of the Cambyses Company, well-known cigarette manufacturers, the following officers were elected: I. W. Pollard, of Boston, president; George E. Bullard, of Boston, vice-president and manager.

Los Angeles

National Cigar Day Banquet Great Occasion—Mahin Bill Against Smoking Filed—More Than Score Contests for Lovera Prizes

LOS ANGELES, CAL., October 9.

MONDAY evening, October 12, 1914, in the extensive banquet room of the Westminster Hotel, the Tobacco Association of Southern California will tender a banquet to persons interested in the welfare of the cigar trade in general. The entire affair is to be given in honor of National Cigar Day. The Banquet Committee already chosen for this work consists of Ed G. Hookstratton, chairman; I. Weinberger, Louis Gold, H. D. McLean, M. Burke and A. L. Finkenstein. They have already accomplished much towards making this a noteworthy occasion and have engaged a number of gentlemen of renown to deliver short addresses on any subject they have a mind to speak on. Among the speakers to address those in attendance there are the following:

Mr. Carter, Revenue man in this territory, will talk on "Revenue, as Regards the Cigar and Tobacco Trade." Rev. D. McCormack, of the Episcopal Church of this city, will speak on "The Moral Standard as Applied to Cigar Smoking." Mr. E. E. Klauber, of Klauber-Wangenheim Company, this city, will deliver an address on the "Wholesale Cigar Business in the Southland Today." Mr. I. Klingenstein, of the Klingenstein Company, of this city, will open the banquet with a speech introducing Mr. Anthony Schwamm as toastmaster for the evening. Mayor H. H. Rose, W. W. Mines, president of the Realty Board of this city, and Mr. Louis Cole, representing the Chamber of Commerce of the City of Los Angeles, will also feature with addresses on well-chosen subjects.

A voluminous petition signed by John C. Mahin urging legislation against smoking in the city of Los Angeles, was considered by the Public Safety Committee of the City Council yesterday. Promiscuous throwing away of lighted cigar stubs, cigarettes or matches should be prohibited, in Mahin's opinion. Many fires are caused by such carelessness, he asserts.

Mahin also attempts to show how much time is lost by the employee who smokes, the inconvenience caused others and the general evils resulting from smoking in public buildings and in public places.

During the consideration of the matter, both Chairman Snowden and Councilman Bryant, of the committee, were smoking. Taking a long puff on a big fat cigar, Bryant remarked that the petition had better be filed.

"So ordered," declared Chairman Snowden. This matter will be given serious consideration in the near future. (?)

The Klingenstein Company are very much pleased by the way Eisenlohr's "Cinco" is taking hold in their territory. They are placing large quantities of fibre signs over a large amount of their territory.

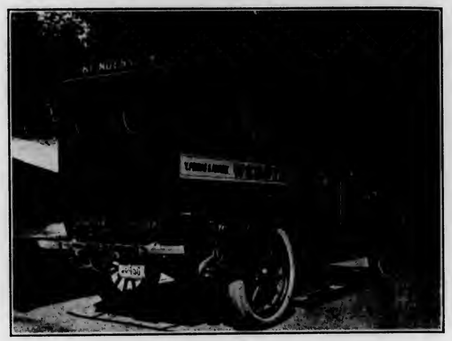
Yocum Brothers' "Y-B" and "Spana-Cuba" are being extensively advertised at this time.

C. W. McCormick, representing the Y. Pendas & Alvarez Company, manufacturers of the "Websters," is here for a few days.

Marc A. Brunner, with E. Regensburg & Sons, is expected here soon.

Louis Erdt has been calling on the local trade, working on "Milo" and "Melachrino" cigarettes, and met with good results.

One of the New Motor Cars of the Klingenstein Company



The car advertises "American," "Webster" "Cinco" and "Y-B" cigars, and "Milo" and "Duke of York" cigarettes.

The "Banderos" cigar window display contest, instituted by the José Lovera Company, has had its effect on the retailer of this city, and many have professed a willingness to enter into this contest for the prizes offered. The following have signified their intention of entering into this contest and have already built up some very attractive window displays of "Lovera Banderos." They are as follows:

Van Atta Cigar Co., 614 S. Spring St.; Klein's Pharmacy, 1890 W. Washington St.; Fred Van Dam, 533 W. Washington St.; A. A. Cole, 6022 Moneta Ave.; Emerson Drug Co., cor. 60th and Moneta Sts.; Earle M. Phillips, 2301 S. Grand Ave.; E. Miller, 904 S. Grand Ave.; W. D. Newton, 842 E. 5th St.; M. G. Balan, 2900 N. Broadway; Joseph F. Rupert, 1936 Pasadena Ave.; L. C. Haller, 317 E. 7th St.; Everhardy Drug Co., 201 Western Ave.; Cosels Pharmacy, 1028 W. 9th St.; Serr Drug Co., 2644 W. Pico St.; C. A. Gallan, 151 S. Broadway; G. S. Smith, 324 W. 3d St.; G. T. De Fussey, 152 N. Spring St.; J. W. Yong, 128 W. 3d St.; American Drug Co., cor. 8th and Spring Sts.; E. M. Vallens, cor. 7th and Main Sts.; McKay & Monkman, 9th and Broadway; Levy Cigar Company, cor. 7th and Spring Sts.; C. F. McKellar, 533 S. Spring St.; F. E. Carter, 2470 W. Pico St.; Camper Drug Co., 7th and Figueroa Sts.; R. R. Morro, 3030 W. Pico St.; Hall & McHenry Co., Pasadena, Cal.; Sara W. Cern, Pasadena, Cal.

ALKALI.

Best & Russell Send Orders for Cotton

The Best & Russell Cigar Company, of Memphis, Tenn., have not only been urging its friends to help the "buy-a-bale-of-cotton movement," but have participated in it considerably itself.

An example of their spirit is shown by a recent article in the Houston (Texas) Post, stating that they (The Post) had received a check for $250 from Memphis, Tenn., from Best & Russell, requesting them to buy five bales of cotton. This the Post did, buying from those farmers that were in the most urgent need of help.

Best & Russell expect to buy about fifty bales in Southern territory to assist in relieving the financial situation among the distressed growers of cotton.

San Francisco

Business Only Fair—"Lovera Banderos" Moving Fast—"Webster" Repeat Orders Continue

SAN FRANCISCO, October 6.

SAN FRANCISCO cigar dealers are not particularly pleased with being asked to help pay for the European war losses; but they are bearing the burden with considerable fortitude, having expected all along that they would get the usual rap when it came to paying special taxes. Aside from a little grumbling about the increased taxes, the trade is in pretty good humor. While business is not as yet breaking any high records, it is assuming pretty fair proportions, and it now looks as though the last quarter of the year would be more nearly normal than that portion that preceded it. The weather, both city and country, has been favorable, and retail trade is fairly large everywhere. In the city, the wholesalers are still troubled with very small orders; but in some country districts, where crop money is becoming plentiful, they are buying more largely. The high prices realized for grain, meat, fruit, etc., as a result of the war, are helping out some sections very much.

No big advertising campaigns have been launched recently, though a few special deals have met with good success. The special newspaper advertising of Ehrman Brothers & Company in the interest of their "Optimo," "Centropolis" and other lines is bringing in good returns.

Major Burrows, factory representative of the Lovera Company, is still doubly busy—first, in booking and sending in orders for the Lovera Company's "Bandero" line of five-cent Havana cigars; and, second, in trying to get out the goods fast enough to keep his customers reasonably satisfied. Wellman, Peck & Company, the San Francisco distributors, are more than pleased with the "Bandero" orders that are coming in.

Work will be started in a few days on the Judell Smoke Shop, of H. L. Judell & Company, at the Panama-Pacific Exposition. Mr. Judell has already got a lot of valuable advertising out of this concession. Emil Judell, of this house, has abandoned his regular Oregon territory for the moment, and is now taking a run through the Nevada mining region. He is sending in some good orders for "Websters," "Elisardos," "Watts" and "Flor de Moss." Nevada is the only state on the Pacific Coast that is not afflicted by a wet and dry campaign this year. Washington, Oregon, California and Arizona will all vote on state-wide prohibition next month and, by disturbing the future of thousands of saloonkeepers who are also cigar dealers, this has made cigar credits a little uncertain in a big extent of territory.

Headed by William I. Jacobson, well known in the cigar business of the United States by reason of his long connection with Eugene Vallence, of Chicago, the Home Industry Cigar Company has been organized at Honolulu, T. H., to engage in the manufacture and sale of cigars. The company will manufacture high-grade Havana cigars and will also make a specialty of cigars made from Hawaiian tobacco, better known as Kona tobacco. The company will grow at least a portion of its own tobacco. The company will have its headquarters on King Street, Honolulu. Beside Mr. Jacobson, the incorporators include: S. L. Liebman, secretary; M. K. Cook, vice-president; Joseph Kubey, treasurer, and T. R. Treadway, auditor.

The Bercovich Company, which recently gave up the wholesale cigar business for the purpose of going more heavily into the retail business, has now made an effective start by securing one of the highest priced stands for its size in the entire West. The stand is 8 x 8 feet, and is located at the foot of Market Street on the north side—a spot that is probably passed by more people on the average than any other point in San Francisco. The place rents for nearly $100 per square foot per year. As this is the first cigar store passed in the morning and the last passed at night by the crowds of commuters coming and going from the suburban cities on the east side of San Francisco Bay, it is thought that it will have an immense advertising advantage, aside from the large business that will be done.

A. Greenwald, a cigar and tobacco dealer of Sacramento, has been visiting in San Francisco this week.

One of the fine stands in the show section of the city, was opened this week by the Cort Cigar Company, on Ellis Street near Market. This company was recently formed to buy out the business of Sol Levy, who formerly operated in this location. The store has been remodeled and decorated at considerable expense.

G. R. Webb, factory representative for the San Martin & Leon cigars, with headquarters in this city, is now making a tour of Oregon and Washington as far as the Canadian line. He is expected to return in a few days.

F. M. Emerson has bought out the cigar and tobacco business of Crocker & Walkerdine in this city.

J. L. Chivelle, a cigar dealer of Vallejo, Cal., died at his home in that city a few days ago.

Edward Wolf, head of the Edward Wolf Company, wholesale cigar dealers and importers, of Front and California Streets, San Francisco, whose ankle was broken several weeks ago, is now so far recovered that he expects to be back at the office within a few days. Business at the store is going on well, with a good demand for the "Tadema" and "H. Anton Bock & Company" Havana lines, and the "La Prueba" and "La Insular" Manila lines.

A report from the Northwest is that the Westminster Cigar & Tobacco Company, of New Westminster, B. C., is now winding up its business and will discontinue.

C. W. McCormich, Western representative of Y. Pendas & Alvarez, is visiting the trade in the Sacramento Valley this week. He recently returned from Los Angeles and other Southern California points, where he found business greatly improved over a few months ago. H. L. Judell & Company, of San Francisco, distributors of the "Webster" in Northern and Central California, report a large number of repeat orders coming in from accounts recently placed.

Reports from Fresno, Cal., regarding the Turkish tobacco crop in that section, are that the total crop this year reaches about 70,000 pounds.

ALLEN.

Find Tobacco in Freight Yard

A man on his way to work through the Wabash Freight Yards in Council Bluffs, Ia., came across two and a half cartons of tobacco which seemed to be without an owner. The police were notified and investigation revealed that they were billed by Liggett & Myers to the McCord-Brady Company in Omaha. Just why they were wandering around in the freight yard in Council Bluffs is still without explanation. Car robbers are thought to have been responsible.

Seidenberg Factory in Millville Closed

The Seidenberg cigar factory, which has been operating in the Dix Building in Millville, N. J., for some time, is to be closed, according to reports from that city. It is understood that although the factory was equipped for about 150 hands, 60 was about all they could obtain. The machinery will be moved to another location where help is more plentiful.

The Cuban Market

From Our Exclusive Bureau

Havana, Cuba.

HAVANA, October 8.

THERE has been a little more life in our market during the past fortnight, which, however, was not due to a larger influx of buyers from the North, but the bulk of the transactions consisted of the low grades of Vuelta Abajo (colas) and Remedios, which were taken by the buyers of the Spanish Regie and the local cigarette manufacturers. One of our important export houses has also operated to the extent of 3500 bales of Remedios, mostly second capaduras, for account of its American customers. While the prices were not high, it has, nevertheless, helped some of our leaf dealers to exchange part of their stocks for cash, and if, perhaps, they suffered some capital loss, they hope at least to recoup themselves later on in the season. The probabilities are certainly greatly in favor of seeing higher figures during the coming year, as there is no longer any doubt but that the 1915 crop will be a very small one. There is a great exodus of poor farmers from the Vuelta Abajo to the sugar cane growing eastern provinces of the island, where, thanks to the more favorable prospect of this staple article, there will be a scarcity of laborers, and good wages will be paid for cutting the cane and all the other work, which may be necessary in and around the sugar mills. Thus the poor farmers can at least make their living, while if they remained in the Vuelta Abajo they might starve without money, or credit at the grocers, particularly as the vegetable crop, owing to the drought, has been a failure also.

The buying of a bale of cotton scheme may be a perfect success in disposing of the surplus of this year's crop in the United States, but unfortunately we could not imitate this with the surplus of our tobacco crop, as the two articles are entirely different. There are too many grades with vast price differences, and what is worst, tobacco is perishable while cotton is not. A large part of the 1914 growth is also too flimsy in character and may lose all its strength, when the northers strike our island in December. We heard the other day, that one-half of the Partido crop is still in bundles in the hands of the vegueros, and if the same should not be packed before the dry season commences, they will be a total loss, or good only for manure. Under such conditions, how is it possible that the farmers keep up courage to raise another crop? In the Santa Clara Province a good many acres are now devoted to the raising of sugar cane, which formerly were planted to tobacco. The vegueros who sold their crops in this province are naturally in better condition than their brethren in the Vuelta Abajo, and possibly some of them might try to raise a crop, but those that have not sold yet, will have no incentive to do so and may prefer to hire themselves out and make good wages instead.

Sales during the fortnight totaled 14,089 bales, which consisted of: Vuelta Abajo, 6628; Partido, 2070, and Remedios, 5391 bales.

Buyers were: Americans, 6086; exporters to Europe, 3143; shippers to Buenos Aires, 594, and our local manufacturers of cigarettes, 4266 bales.

Exports of leaf tobacco from the port of Havana, from September 21 to October 3, 1914, amounted to 11,787 bales, which were distributed to the following countries, viz.: To all ports of the United States, 5116; to Spain, 6003; to Amsterdam, 221; to London, England, 6, and to Buenos Aires and Montevideo, 441 bales.

Receipts of Leaf Tobacco From the Country.

From Sept. 18 to Oct. 1, 1914.			Since Jan. 1, 1914.	
Vuelta Abajo	18,567	bales	159,504	bales
Semi-Vuelta	3,366	"	28,455	"
Partido	1,088	"	11,807	"
Remedios	14,063	"	126,146	"
Oriente	35	"	1,420	"
Total	37,119	"	Total 327,332	"

Buyers of Leaf Tobacco That Come and Go.

Arrivals—From Chicago: E. Shutang, of E. Shutang & Company; Manuel and Florencio Vega, of Vega Hermanos, and Sabino Puente, of Sabino Puente.

From Tampa: Angel L. Cuesta, Jr., of Cuesta, Rey & Company, and Celestino Vega, of Celestino Vega & Company.

From Key West: E. H. Gato, Sr., of E. H. Gato Cigar Company.

From Boston: L. W. Scott, of L. W. Scott & Company, also vice-president of the Havana Tobacco Stripping Company.

Returned: Jose C. Puente, from Spain, and Christian Kook, the tobacco planter, of Manicaragua.

Departures—To New York: Eduardo Guedalia, Harry Nichols and José Menendez.

To Tampa: Val M. Antuono, Francisco Gonzalez.

To Chicago: Benjamin Rothschild and Julius Fernbach.

To Key West: A. W. Arnold, Antonio Artolozaga and Vivian M. Myers.

Cigars.

We submit the following official customhouse returns of the exports of cigars from the port of Havana, during the month of September of the years 1913 and 1914, as follows.

From September 1 to September 30, 1913,	13,761,421	cigars
From September 1 to September 30, 1914,	6,099,946	"
Decrease during September, 1914,	7,661,475	"

(*Continued on page 33*)

The Cuban Market

(*Continued from Page 32*)

By countries, the following twelve countries show decreases in September, 1914:

Great Britain and Ireland	3,107,728	cigars
Germany	2,377,470	"
United States	1,177,727	"
Canada	267,078	"
Australia	206,965	"
Belgium	142,975	"
Argentine Republic	100,397	"
Chile	99,680	"
France	92,600	"
Egypt	86,125	"
Spanish Africa	82,775	"
Gibraltar	47,250	"
Total	7,788,770	"

Of increases of some importance there are only two countries, in the month of September, 1914, as compared with 1913:

Spain	72,560	cigars
Canary Islands	56,740	"
Total	129,300	"

The total figures for the first nine months of this and last year now stand thus:

From Jan. 1 to Sept. 30, 1913,	130,240,156	cigars
From Jan. 1 to Sept. 30, 1914,	98,318,034	"
Decrease during first 9 months of 1914,	31,922,122	"

Of the nine principal consuming countries, the following show:

Decreases.

Great Britain and Ireland	12,282,134	cigars
United States	8,046,065	"
Germany	4,692,854	"
Canada	2,911,000	"
Argentine Republic	2,046,831	"
Chile	1,379,128	"
France	1,133,217	"
Australia	560,583	"
Total	33,051,812	"

Increase.

Spain	2,447,286	"

The above figures are enough to make anybody pessimistic, but what is the use to complain all the time, it does not improve matters, therefore we have decided to become optimists again, and will grin and bear it, particularly as the United States are going to be wonderfully prosperous in the near future, through the operation of the new banking law, which, as we understand, is to become operative next month, and will give all the currency that the commercial community may require, through the reserve banks. When this happens we ought to get our share in the shape of tremendous orders from the United States, independent of the possibility of a new and more favorable reciprocity treaty between Cuba and the United States.

H. Upmann & Company are working with full forces, as long as the holiday orders last.

Romeo y Julieta are working on full time during the six days of the week.

Partagas is exceedingly busy, shipping large quantities of cigars each week.

Sol, Castañeda, Punch, Belinda, Hoyo de Monterey, Por Larrañaga and Flor de José Otero are as busy as present circumstances will permit.

Leaf Tobacco.

Sobrinos de A. Gonzalez had a splendid month, as they turned over 7500 bales of all kinds of leaf during the month of September, and which includes the bales purchased for account of the Spanish Regie, as well as their sales to other customers here.

José Lovera bought 1200 bales additionally besides his previous purchases.

José C. Puente & Company sold 459 bales of Partido and Remedios during the past fortnight.

The Cortez Cigar Company bought in all 2500 bales through Vivian M. Myers.

I. Kaffenburgh & Sons sold 350 bales of Remedios from their stocks of low grades.

Ben. Rothschild and Julius Fernbach purchased together 1055 bales of Vuelta Abajo and Partido vegas.

José Alvarez, the manager of the hotel "La Reguladors," in Amistad Street No. 124, has advised us that in future, or rather from the beginning of October 1st, he will be pleased to receive married couples as his welcome guests. This hotel formerly had made it a rule to allow only male guests to come to the hotel to live, but as this was a hardship on old-time customers, whenever they were accompanied by their wives, it was thought best to wipe out this restriction. We might say, that this hotel is a typical rendezvous for tobacco buyers, manufacturers as well as leaf dealers; it has been newly painted inside as well as outside, has some rooms with baths, an excellent chef, that cannot be beaten, and above all, the prices are reasonable for a first-class accommodation.

Mr. Leslie Pantin is always in the market, even if he should have no customers in town, as he never lacks orders from his numerous clients all over the United States.

Shippers of leaf tobacco above 200 bales, from the port of Havana during the last two weeks ending October 3, 1914, were:

Sobrinos de A. Gonzalez	4,749	bales
Maximilian Stern	1,557	"
Mark A. Pollack	732	"
Virgilio Suarez	697	"
Ernst Ellinger & Company	533	"
Leslie Pantin	471	"
F. Rocha & Company	353	"
E. H. Gato Cigar Company	344	"
Rodriguez, Menendez & Company	327	"
J. Bernheim & Son	249	"
Manuel Suarez	201	"

ORETANIV.

Burley Men Elect Their Old Officers

LEXINGTON, KY., October 7.

Directors of the Burley Tobacco Company, in session here this morning, re-elected its old officers and executive board as follows: President, Clarence Lebus, Lexington; vice-president, A. L. Ferguson, Georgetown; secretary, J. M. Rankin, Lexington.

Executive Committee—Clarence Lebus, A. L. Ferguson, C. C. Patrick, U. G. Saunders, S. A. Shanklin, Fred Stucy, C. H. Berryman, Lister Witherspoon.

Key West

Baggage to and from Cuba Now Examined in Key West—Moreda Building Accepted October 6th—Steamship Company Manager, Charles L. Myers, Dead

KEY WEST, FLA., October 10.

THERE has been no change in the trade situation here since last writing. While here and there a few cigarmakers have been seated, the large increases in forces which are usually made at about this time of year have not materialized as yet. A great many of the factories already have on file their holiday and Christmas orders, which will be marketed in ample time for the use of their trade. The holiday package of former years is conspicuous by its absence this year.

Among important happenings since last report, was the transfer of the examination of baggage of passengers to and from Cuba to this port. Chief Deputy Collector of Customs Max N. Oberdofer reached town on September 30th from Jacksonville headquarters, and on the evening of the same date Inspectors Albert F. Schultz and R. B. Pitts, who have been doing duty in the same capacity for several years past in the Cuban capital, arrived in town and the transfer was completed on October 1st.

At the regular monthly meeting of the Board of Trade, held on the evening of the second instant, Frederick H. Mathews, secretary of the board, was appointed manager of the Key West Information Booth, to be opened at Jacksonville, Fla., on December 15th. This bureau will be kept open the entire winter and is for the purpose of advertising the city and to induce the traveling fraternity to come this way.

The most important trade event of the week was the arrival of C. J. Hyer, junior member of the firm of McGucken & Hyer, contractors and builders, of Tampa, Fla. Mr. Hyer came for the purpose of examining the work on the new building for Moreda & Company, which was completed last week by Contractor W. W. Ward. In company with L. B. Pride, architect of the same firm, who has been stationed here ever since the work of construction was begun, Mr. Hyer, after going over every detail of the structure, made his report to Manager Jaime Pendas, who accepted the building on October 6th. The edifice is of Spanish architecture, with open court in the center, 230 x 119 feet, constructed of solid concrete, steel reinforced, and will easily accommodate 500 cigarmakers with proportionate help in other departments. There is in connection with the main building a fireproof vault with a capacity for 100 or more bales of stock. No date has been set for the removal of the firm into their new quarters.

At the factory of George W. Nichols & Company, business is in excellent shape and they have a large filed demand for holiday and Christmas goods. Harry Nichols and Arturo Artolozago, who have been spending a few days visiting the leaf markets of Cuba and making purchases of leaf supplies, returned last week and Mr. Artolozago has taken up his duties as superintendent of the Solace factory, while Mr. Nichols has left for New York City headquarters.

Thomas H. Gato, secretary of the E. H. Gato Cigar Company, left on Monday for Havana to attend the reunion of the Gato family, which event occurred on the sixth instant, on the birthday anniversary of Eduardo H. Gato, Sr., president of the company and founder of the immense cigar business which bears his name. At the factory both main building and annex are in full swing and heavy shipments are going forward by the various routes.

Vice-president Vivian M. Myers, of the Cortez Cigar Company, arrived last week from Cuba, where he had been putting in six weeks in the selection and purchase of leaf for the use of his house. Mr. Myers left this week for Savannah, Ga., headquarters.

Advices received in this city on the third instant conveyed the sad news of the death at Knoxville, Tenn., of Charles L. Myers, general manager of the Peninsular & Occidental Steamship Company, plying between Florida ports, Havana, Cuba, and Nassau, N. P. Mr. Myers had been manager of the company for twenty-four years and was sixty years of age. In respect to his memory, on Saturday all the flags on buildings and steamers of the company were placed at half-mast.

Moses Bustillo, of Bustillo Brothers & Diaz, makers of the famous "Henry the Fourth" brand of clear Havana cigars, passed through town last week en route from Cuba to Tampa factory headquarters.

It is reported in this city that Walter J. Lightbourne, formerly of the Cortez Cigar Company, who has been residing at Albuquerque, New Mexico, for several years, has transferred his residence to Havana, Cuba. Mrs. Lightbourne and Mrs. James H. Fort, wife and sister of Mr. Lightbourne, arrived in the city last week from New Mexico. Mexico.

The half holiday on Wednesdays which was in force during the summer months came to an end on September 30th. It was highly appreciated by the employees of banks, government service and of stores, and will no doubt be in effect again next year.

Manufacturer Clement L. Knowles, who has been on an extended business trip to Western and Southern sections, got back this week, reporting a successful trip.

M. J. Bloom, of M. J. Bloom & Company, the leaf dealers, arrived in town this week from Fort Myers, Fla., and is calling on the local trade.

The Long Branch baseball team, composed of Cuban players who have been with the major league nines during the season, played a series of three games here on Sunday last. The three local teams which went up against them were the pick of the star players from the army, navy and cigarmakers. They defeated the local players in each game and our boys did not succeed in scoring a single run. The team left for Havana on Monday, where they will meet the best players of the Island Republic.

Val. M. Antuono, the Tampa cigar manufacturer, passed through town this week, being en route from Cuba to factory headquarters.

William Wilkinson, Southern salesman of Austin, Nichols & Company, the New York jobbers of cigars, spent a few days in the city this week in the interests of his house.

Antonio Nales, the maker of the "Principe del Progresso" brand of cigars, was made happy on the evening of the seventh by the arrival at his house of a son and heir.

On Monday, October 12th, will be observed Columbus Day, Red Cross Flag Day and National Cigar Day. Wolf's Smoke Shop is about the only local retail shop which will feature the occasion. They will present every purchaser of twenty-five cents worth of cigars with a handsome cigar cutter.

While large quantities of smoking materials are sold in this section, there are very few cigar stores located here, the bulk of the trade being done by bars, cafes, drug stores and grocers.

Our Cuban citizens will celebrate their Independence Day tonight at a meeting at San Carlos Hall. Addresses will be made by Cuban Consul A. D. Carrasco and other prominent citizens.

(*Continued on Page 36.*)

Interior of Gibbs Company Store, Pittsburgh

The illustration herewith shows the interior of the store of the C. A. Gibbs Company, 440 Wood Street, Pittsburgh, Pa.

Among the brands on which this stand does a nice business are "Tuval," "F. Lozano" and "Joy." This store also enjoys a fine trade on their stogie lines.

The Gibbs Company report that business is satisfactory and that they are noticing a continual improvement in the trade.

Pittsburgh

Afco Store Takes on "Portuondo" Cigars—C. A. Gibbs & Company Have Display on "Tuval" Brand—Business Shows Some Falling Off

PITTSBURGH, PA., October 12.

BUSINESS in Pittsburgh during the past two weeks has been very good. The Pittsburgh cigarists are not showing much interest in the National Cigar Day.

Siller-Narten-Barnes Company are still pushing "Muriel" cigars. They are placing this brand in almost all of the downtown cigar stands.

Bock-Stauffer Company report the sale of "El Roi-Tan" cigars increasing.

Al. Falk, of the Falk Tobacco Company, has been in town the past few days.

"Robert Burns" cigars are increasing in this city. J. H. Bissinger, of the United Cigar Manufacturing Company, is looking after this brand.

"I am in town, mixing with the best people." "Phillip Morris" cigarettes.

Liggett & Myers' quaint philosopher, "Velvet Joe," is rapidly becoming a popular character in this town.

The Seventh Avenue Hotel cigar stand is featuring stogies in their window this week.

A. W. Thielman, of the Hotel Newal cigar stand, is featuring "Flor de S. G. Brown," made by S. G. Brown & Company, of New York.

The Afco Cigar Company have taken on the "Portuondo" cigars. They have a nice window display of same this week. This brand sells very good at this stand.

R. S. Sudgen, representing the Camp Importation Company, has just returned from a trip to New York. Mr. Sudgen covers the territory between Philadelphia and Ohio. He reports business very good.

Reymer Brothers have some very nice window displays this week. They are featuring humidors for the holidays, and also "Flor de Moss" cigars, made by S. R. Moss & Company, Lancaster.

C. A. Gibbs & Company have a very nice window display of "Tuval" cigars. This firm has the distribution for this popular brand.

The Court Cigar Company, who have just opened this stand, report business as satisfactory. They have a large variety of all the popular brands. This stand should be a good one, as it is located opposite the Court House.

An Arctic creation, the work of a master mind, is exemplified in a "Polar Bear" display in the Liberty Avenue window of the Afco Cigar Company, where "Polar Bear" has increased wonderfully in sales as a result. Comments are plentiful and the display will be carried through the National Cigar Week as a feature.

The following visitors were in town: Joseph Geishammer, representing F. Lozano & Son, Tampa. The Afco Cigar Company carry this line. M. M. Schoenwald, representing Calero & Company, New York; Charles Boswitz, representing Gonzalez & Sanchez Company, Jacksonville; W. A. Charles, representing G. S. Nichols Company, New York; S. R. Moss, Lancaster, Pa.; Robert E. Lane, Partagas, New York; P. H. Mayer, representing A. R. Cressman & Company, Philadelphia; Marcellino Perez, New York; Harry Goldberg, representing Eugene Vallens & Company, New York; Ben L. Heine, representing Louis Ash & Company, New York; M. Rosenfeld, representing Salvador Rodriguez Company, Tampa; Harry G. Marcy, representing the Penn Tobacco Company, Wilkes-Barre, Pa.

Charles J. Moye & Company, of this city, have added the "La Invencia" to their general line for Pittsburgh and surrounding sections. This cigar is put out in fifteen sizes by Baum Brothers, of Philadelphia, and is taking well with the smokers.

A. J. F.

Liggett & Myers to Have Premium Depot in Wheeling

Final arrangements have been completed by the Little Pet Stogie Company, of Wheeling, W. Va., to carry a full line of premiums in stock and redeem all coupons given with cigarettes and tobacco. This arrangement was made for the convenience of thousands of customers of Liggett & Myers goods, who heretofore have had to send their coupons by mail to another city to have them redeemed.

J. P. Breitenbach Buys Courtney Stand

John P. Breitenbach has purchased the cigar store of the late James F. Courtney, of Madison, Wis., located at 110 East Main Street. The deal was closed recently and Mr. Breitenbach took possession at once. He will conduct a wholesale and retail business.

The Tobacco Industry in Dresden, Germany

Dresden firms complained of an unprofitable business in raw tobacco, although the supply in general was sufficient. There was, nevertheless, a lack of good grades. Brazil hardly had an ordinary harvest and, like Cuba, made decreased offers. Large amounts from Dutch India were for sale, but the quality of these tobaccos was not satisfactory. Kamerun was able for the first time to offer a good quality, and the local dealers expect that these German colonial tobaccos will be able in time to compete with those from other countries. The German harvest was large and brought good prices.

The smoker still pays more attention to the appearance, the light and uniform coloring, than to the inner quality. For this reason good and darker tobaccos are considerably neglected. Smaller cigar factories were able to buy less tobacco, which, on account of the heavy duties to be paid and the lack of necessary capital, made the situation difficult. The market in cheaper sorts was injured by the increased consumption of cigarettes, and the conditions of payment and credit became harder than formerly. The usual credit of six months was often doubled and trebled. The cigarette factories in Dresden, Meissen and Freiberg also complained of an unsuccessful year.

The use of cigars is decreasing in favor of cigarettes, especially among laborers, who use the cheaper sorts, which, as a result of the ad valorem duty, are becoming more expensive to manufacture. In better sorts, however, it is possible to control the market. Indian raw tobacco is imported at favorable prices. Brazilian sorts are more expensive.

Most Dresden cigarette factories had a satisfactory year and were able to increase their sales considerably. Some firms increased their plants and the number of workmen employed. The prices of raw tobacco rose as a result of the Balkan war. A decrease in the harvest of tobacco leaves and in the quality of the tobacco must now be reckoned with. As the tobacco-growing districts pass into other hands, it is likely that tobacco will not be as carefully grown and treated as previously. The sales increased on account of the increasing popularity of the cigarette.

Exportations of cigarettes also increased, with the exception of those to the northern countries. The export business was, however, far behind that which the size and importance of the German cigarette industry would lead one to expect. Despite the excellent market, the profits were not in all cases satisfactory. Many complained of the lowering of the prices on account of competition. Above all, the cigarette industry was injured by the uncertainty brought about by the struggle still taking place between the British-American Tobacco Company and the other factories that united against it. The lowering of prices and the enormous sums spent for advertising lessened the profits considerably. Wages as well as other expenses increased and payments for purchases were not made as promptly as during the previous year.

According to the statistics of the Saxon customhouse authorities, during the fiscal year ended March 31, 1913, the 205 cigarette factories of the Kingdom had a total output of 5,638,149,000 cigarettes, 1,538,178 pounds of cigarette tobacco, 656,422,000 cigarette tubes, and 174,758,000 cigarette papers.—*Daily Consular Reports.*

The operatives in New York cigar and tobacco factories are listed as 9995 males and 8751 females. 45.2 per cent. of the population in that great city were following occupations in which they earned money, according to the figures of 1910.

KEY WEST

(Continued from Page 34.)

The Progressive Smoke Shop of S. Wolf's Sons have installed a telegraphic instrument in their cigar store, and the scores of the World's Series, between the Philadelphia Americans and the Boston Nationals will be bulletined inning by inning, and every play of the teams will be explained.

Tobacco Statement.

Importations of Havana leaf tobacco in bond for two weeks ending October 9, 1914. 461 bales
Withdrawals, 468 "

INCLACITA.

Cigar Shipments for Two Weeks Ending October 10th, Via Mallory Steamship Line to New York, Mobile, Galveston and the East and West Coasts of Florida.

	Cases.
S. Bachman & Co., San Francisco	23
S. Bachman & Co., Los Angeles	3
Duncan & Morehead, Philadelphia	4
Harris Bros., Atlantic City, N. J.	2
Godfrey S. Mahn Philadelphia, Pa.	6
Park & Tilford, New York City	26
Geo. W. Nichols & Co., New York	40
United Cig. Stores Co., New York	7
Lowden & Co., New York City	7
E. H. Gato Cigar Co., New York	6
Ruy Lopez Ca., New York City	6
Godfrey S. Mahn, New York City	4
Gwynn, Strauss & Co., New York	4
Martinez-Havana Co., New York	5
M. Perez Co., New York City	2
Bennett, Sloan & Co., New York	2
Metropolitan Tob. Co., New York	2
National Cig. Stands Co., New York	2
Robert Schram, Detroit, Mich.	2
Valloft & Dreux, New Orleans, La.	4
J. Lowenstein & Son, Houston, Tex.	2
Cortez Cigar Co., Savannah, Ga.	34
Sam Freund & Co., Waco, Tex.	2
A. B. Greenwald Cigar Co., Los Angeles, Cal.	2

	Cases
Lamar & Rankin Drug Co., Atlanta	2
Fred Barman & Bro., Los Angeles	2
Glaser Bros., San Francisco, Cal.	2
Alabama Groc. Co., Birmingham	2
A. & C. Rice, Scranton, Pa.	2
W. H. Harris Groc. Co., Richmond	2
Cliff-Weil Cig. Co., Richmond, Va.	6
E. J. Rose & Co., Tacoma, Wash.	2
Reimike & McKane, Fargo, N. Dak.	2
Rothenberg & Schloss Co., Kansas City, Mo.	2
The Weidman Co., Cleveland, O.	2
Ganderfin, Chamberlain & Alhers Co., Denver, Col.	2
John L. Parker, Birmingham, Ala.	2
R. D. Burnett Cig. Co., Birmingham	2
W. A. Stickney Cig. Co., St. Louis	7
Hart Cigar Co., Portland, Ore.	5
L. G. Deschler Co., Indianapolis	2
Lilly, Dungan & Co., Baltimore	5
Cortez Cigar Co., Savannah, Ga.	28
Coates Coleman, Philadelphia, Pa.	2
Valloft & Dreux, New Orleans, La.	2
S. Bachman & Co., San Francisco	39
Pacific Cigar Co., San Francisco	13
Southwest Cigar Co., Dallas, Tex.	6
S. Bachman & Co., Los Angeles	6
A. B. Greenwald Cigar Co., Los Angeles, Cal.	3
Fred Barman & Bro., Los Angeles	4

State Will Advance Deficit

BALTIMORE, MD.

The Board of Public Works has pledged the state to stand behind Chief Tobacco Inspector William Wilkinson in advancing the expenses of operating the state tobacco warehouse. The warehouse is carrying 7,000 hogsheads of tobacco, which, when withdrawn, will produce a revenue to the state of $14,000. Because of the war and lack of tobacco exports the growers are not withdrawing their stocks of leaf. This has caused a large deficit in the receipts, which already amounts to $2,000. Inspector Wilkinson proposed to the board that they continue the services of the warehouse employes, paying the expenses out of his own funds, he to be reimbursed out of the warehouse receipts at a later date. The board passed a resolution indorsing this plan and pledging the backing of the state government.

The Maryland tobacco growers are suffering great hardships as the result of inability to market their crops, eighty per cent. of which are consumed abroad.

Big Cigarette Shipment

The Japanese steamship "Panama Maru," which recently sailed from Tacoma for the Orient, carried a cargo of 30,100,000 cigarettes, valued at $17,610. They are packed in 602 cases and make up one of the largest shipments of the kind that ever went out of Tacoma. They are destined for Hong Kong.

Red Wing News and Cigar Store Open

The Red Wing News and Cigar Store, of Red Wing, Minn., has recently opened at 308 Bush Street. Louis S. Marle announces that he will carry a complete line of cigars and tobacco products.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 236 Chestnut Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

REGISTRATIONS.

VARGA:—30,441. For cigars. September 28, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

WYZONO:—30,442. For cigars. September 28, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

PEACE MESSENGER:—30,443. For cigars. September 28, 1914. Petre, Schmidt & Bergman, Philadelphia, Pa.

100% SATISFACTION:—30,444. For cigars. September 28, 1914. Wiedmann-St. Louis Cigar Box Co., Kansas City, Mo.

WHITE STAIN:—30,445. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 28, 1914. Pasbach-Voice Litho. Co., New York, N. Y

MILDER YET:—30,446. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 29, 1914. Karl Bucher, Dayton, O.

EL MAVCO:—30,447. For cigars, cigarettes, cheroots, chewing and smoking tobacco. September 29, 1914. Heineman Brothers, Baltimore, Md.

GENERAL VON MENINGEN:—30,448. For cigars. September 30, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

GENERAL VON HINDENBERG:—30,449. For cigars. September, 30, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

GENERAL D'AMADE:—30,450. For cigars. September 30, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

GENERAL GALLIENI:—30,451. For cigars. September 30, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

WINNEMORE:—30,452. For cigars and tobacco. September 30, 1914. M. H. Smaltz & Son, Stouchburg, Pa.

MISS IOWA:—30,453. For cigars. October 1, 1914. John O'Leary.

EMPIRE BUILDER:—30,454. For cigars. October 1, 1914. Wilson Cigar Box Co., St. Paul, Minn.

GENERAL VON DANKL:—30,456. For cigars. October 2, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

GRAND DUKE NICHLAIEVITCH:—30,457. For cigars. October 2, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

YOUCUBAN:—30,458. For cigars. October 2, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

DASETTA:—30,459. For cigars. October 2, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

BUY-A-BALE:—30,460. For cigars, cigarettes and tobacco. October 3, 1914. Chas. Stutz Co., New York, N. Y.

CHICAGO & ILLINOIS MIDLAND:—30,461. For cigars. October 5, 1914. Stein & Bloom, Maryville, Ill.

BLUE BELT:—30,462. For cigars. October 5, 1914. Cole Litho. Co., Chicago, Ill.

STATE FLAG:—30,463. For cigars, cigarettes and tobacco. October 6, 1914. E. Goslinsky & Co., San Francisco, Cal.

SUN BELT:—30,464. For cigars, cigarettes and tobacco. October 6, 1914. E. Goslinsky & Co., San Francisco, Cal.

EL ASALTO:—30,465. For cigars, cigarettes and tobacco. October 6, 1914. The Moehle Litho. Co., Brooklyn, N. Y.

K. Q. C.:—30,466. For cigars. October 6, 1914. Henry Herpel, New York, N. Y.

U-9:—30,467. For cigars, cigarettes, stogies, chewing and smoking tobacco. October 8, 1914. J. Adam Schmidt, Cincinnati, O.

RIEGER KLUB:—30,468. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 8, 1914. B. W. Soldat, Chicago, Ill.

MILWAUKEE BEST:—30,469. For cigars. October 8, 1914. Tonic Cigar Co., Milwaukee, Wisc.

NEW ARTICLE:—30,470. For cigars. October 8, 1914. Tonic Cigar Co., Milwaukee, Wisc.

CORONA DE BAVARIA:—30,471. For cigars, cigarettes and tobacco. October 8, 1914. The Moehle Litho. Co., Brooklyn, N. Y.

SAINT CLAIR GIRL:—30,472. For cigars. October 8, 1914. Jos. Oppenheimer, East St. Louis, Ill.

ALBAN D. GRANT:—30,473. For cigars. October 9, 1914. Peter Dornbos, Grand Haven, Mich.

BLUFF CLUB:—30,474. For cigars. October 10, 1914. Smith & Williams, Poplar Bluff, Mo.

THE ROAD LOUSE:—30,475. For cigars. October 10, 1914. Klein Cigar Co., Danville, Ill.

OSOTA:—30,476. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 10, 1914. Pasbach-Voice Litho. Co., New York, N. Y.

CANCELLATIONS

MITY-NICE:—30,435. For cigars, cigarettes and tobacco. Registered September 24, 1914, by F. M. Howell & Co., Elmira, N. Y. Cancelled September 30, 1914.

WHITE STAIN:—30,445. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered September 28, 1914, by Pasbach-Voice Litho. Co., New York, N. Y. Cancelled October 2, 1914.

EL TARZAN:—29,576. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered December 6, 1913, by Kaufman, Pasbach & Voice, New York, N. Y. Cancelled October 8, 1914.

TRANSFERS

33rd. **AQUA-DORES-MICHIGAN:—30,430.** For cigars, cigarettes and cheroots. Transferred October 2, 1914, to Wm. Whalen, of Detroit, Mich., by Elliot, Ottenheimer & Elliot, Baltimore, Md.

ADORATION:—29,811. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Transferred October 8, 1914, to E. Regensburg & Sons, of New York, N. Y., by Kaufman, Pasbach & Voice, New York, N. Y.

CORRECTION

CANTON'S ORIOLE'S NEST NO. 145:—30,389. For cigars, cigarettes and tobacco. Published in the September 15, 1914, issue as having been registered as "Canton's Oriole's Nest No. 745, for J. J. Heim." Should have read: "Canton's Oriole's Nest No. 145, for J. J. Hein, Canton, O.

Sargent Cigar Company Adjudged Bankrupt

The Sargent Cigar and Plantation Company, of No. 642 Water Street, Bridgeport, Conn., has been adjudged a bankrupt in the United States Court at Hartford. As Attorney E. K. Nicholson is both an officer and the attorney for the company, the case will not be adjudged by Referee in Bankruptcy J. W. Banks, but by Carlton S. Hoadley, of New Haven, as Mr. Banks is a law partner of Mr. Nicholson.

The cause of the bankruptcy is due to the war conditions in Europe. The firm has 50,000 acres of tobacco land in Cuba, and their last crop was a good one and gathered, but as Europe has withdrawn all its orders for both tobacco and cigars from Cuba, the Sargent Company suffered the same as the others. While the company has sold to Europe and have a large trade there, they have been unable to collect on their last shipments.

According to their schedules their total liabilities are $64,060.38, of which $27,200 is secured by notes and $36,007.38 is unsecured. The following are the secured creditors: Mary A. Stanton, of Bridgeport, $9500; W. H. R. Roots, $9500; Louis C. Loomis, $4200; Singer Manufacturing Company, $5500; Hawthorn Manufacturing Company, $500.

Among the creditors on the unsecured side are McMahon & Wren, $1200; Turco-American Pipe Company, $3700; E. K. Nicholson, $3174.22; First Bridgeport National Bank, $5175; Lincoln Trust Company of New York, $5385; International Fruit and Sugar Company, $6000. The creditors for advertising the firm are numerous.

The assets are $150, which does not include the land in Cuba, on which there are issued bonds to the amount of $55,000.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

"OLD DRURY" IS A SELF SELLING CIGARETTE
Willie Collier says, "Every puff a plug." Cork or plain. Write for territory. Old Drury Cigarette Co., 143 West Fortieth Street, New York City.

MONROE ADLER,
CIGAR BROKER,
136 N. La Salle St., Chicago, Ill.
6-17-he

LANCASTER STOGIE COMPANY,
MANUFACTURERS OF HIGH GRADE STOGIES,
120 Water St., Lancaster, Pa.

HIGHEST GRADE OF WHEELING STOGIES—That will please the most exacting smoker, are made by C. A. Kase, Seventh and Main Streets, Wheeling, W. Va.; Factory 33; Established 1895.

Wanted.

CASH PAID FOR CUTTINGS, SCRAPS & siftings.
Write to H. Adler & M. Meyerson, 332 E. 48th, New York

WANTED—Unlimited quantities of "Seed Cuttings" and "Siftings." Get our new quotations for cash. Interstate Tobacco Company, Longacre Building, Forty-second Street and Broadway, New York.

Wanted.

IMPORTANT NOTICE TO CIGARETTE MANUFACTURERS—We manufacture cigarettes for the trade; we also supply tobacco boxes and labels 25 per cent. cheaper than elsewhere. Brands registered. Write for particulars. Live distributors wanted. The Soter Company, 235 Canal Street, New York City.

WANTED—HAVANA AND SUMATRA TOBACCO STEMS, 100-lb. bales. Give lowest price, and amount you can deliver monthly. Address Box 666, Tobacco World.

Situations Wanted.

YOUNG MAN—Thirty. Eight years with one of the largest companies manufacturing cigarettes and tobacco. Practical knowledge of manufacturing, cost and general office management. Address "F. B. R., 2018 East Ninth Street, Brooklyn, N. Y.

For Sale.

HAVANA SHORTS—Pure Vuelta; fine aroma. Lopez, 353 E. 78th St., New York. 9-1-tf

FOR SALE—Remedios Havana shorts, pure and clean. Guaranteed A-1, or money refunded. Fifty cents per pound. Edwin Alexander & Co., 178 Water Street and Broadway, New York.

Stuffing Cigar Boxes in Kokomo, Ind.

Prosecutions have been threatened several cigar dealers in Kokomo, Ind., if they do not desist in putting cigars of inferior quality in the boxes of well-known brands. One manufacturer has gone over the grounds carefully and found numerous evidences of box-stuffing. He had warned those whom he caught that the next time he found such evidence in their stores he would let the law take its course.

Best Factory Building in Far East

The Germinal Cigar and Cigarette Factory, of Manila, P. I., will soon construct a new factory building alongside the present building. The new building will be of reinforced concrete and six stories high, and will cost $125,000. A new concrete and steel warehouse for the factory has just been completed, costing $25,000. When the new factory building shall have been completed it will be the best factory building in the Far East.

Brudno Cigar Factory in Ashtabula is Busy

The Brudno cigar factory in Ashtabula, O., is showing such a healthy increase in orders that more hands have been added and still more would be employed if they were to be had. The chief product of the factory is stogies.

"IF IT'S CIGAR LABELS OR CIGAR BANDS WRITE US"
K·P&V Kaufman, Pasbach & Voice
ART LITHOGRAPHERS.
COR. GREENWICH & MORTON STS.
NEW YORK.

New Cigar Company for Syracuse

Papers of incorporation have been recently filed by the Retailers' Cigar and Tobacco Manufacturing Company, of Syracuse, which will shortly open a factory at West Adams and Oneida Streets, that city. Fifty hands will be employed at the start, but it is expected that this number will shortly be increased to one hundred.

The company is capitalized at $300,000. It is the purpose of the company to operate on a co-operative basis. Cigars, cigarettes and smoking tobacco will be manufactured. The company will also deal in leaf tobacco.

The plan is to sell stock in the company to retail cigar and tobacco dealers, these stockholders to become customers of the company. This plan has been tried by other cigar companies in other sections and has worked out fairly well.

F. M. Dunham, of Baldwinsville, long a well-known buyer and shipper of tobacco, will be president of the new concern. Patrick Donovan, vice-president; Irving Dutcher, secretary and general manager; Walter Tuller, treasurer. These officers are all of Syracuse. Together with G. S. Northrup, of Baldwinsville, these men constitute the board of directors.

New Cigar Factory for Johnstown, N. Y.

Grover Lyke has recently opened a cigar factory at 4 West Fulton Street, Johnstown, N. Y., where he expects to put out three new brands. "No. 72" and "Mike's Monogram" will be the five-cent leaders, while "Japs" will be the name under which a ten-cent cigar will be marketed. The manufacturer is well known in the city and his friends predict a prosperous career for his brands.

H. E. Sprenkle's cigar factory at Bair's Station was recently set on fire by sparks from a locomotive, but timely discovery prevented a serious blaze.

NEWMANN & GACH - Fancy Connecticut Wrappers and Havana our Specialty - Chicago

Leaf Tobacco Notes

PENNSYLVANIA

LANCASTER, PA.

The long-continued drought has proven a serious matter for Lancaster County's new tobacco crop. It was supposed that after having escaped hail and frost it would be safe, but it is not so. It lacks moisture, the air being so dry that instead of curing, it is merely drying out, and much is already taking a yellowish tinge that will depreciate its value. If prevailing weather conditions continue much longer the value of what was looked upon as a $3,000,000 crop will fall greatly below those figures.

The tobacco cut early, mostly Havana seed, which started curing before the drought, has been much less affected than the crops cut later, the start making it reasonably certain that it will cure at least fairly well. The packers had been building high hopes on a fine filler crop from Lancaster County, and they feel much concerned over the outlook.

Filler goods are scarce, and as this county's crop promised to supply the demand, the local packers face losing a lot of business. While this year's acreage in this county is less by 2000 acres than it usually is, the crop was such an exceptionally large one that it was believed it would make up the loss by increased weight.

WISCONSIN

EDGERTON, WIS.

Good weather has been a great help for the curing of tobacco during the past weeks, and the heavy dews at night have given the added touch to prepare the leaf for the case.

The late growers have been fortunate in escaping the frost which usually catches some of the late leaf. The warm dry weather has hastened the curing and for that reason has not brought out the best colors, but it is not believed that the quality has suffered to any extent.

So little of the crop has been sold to date that the farmers have been in no hurry to strip the tobacco, as in other years when there was ready money in sight. There are a few buyers riding around, but no contracts of any consequence have been made.

Sales of old leaf are reaching noticeable proportions. Sampling is proceeding slowly.

KENTUCKY

MADISON, KY.

Tobacco housing has been practically finished in Hopkins County and the farmers all say it is one of the best crops ever put up in the county. There is not as large an acreage as usual, but the quality is fine and it will weigh heavy to the acre.

Conditions for maturing the crop and housing it could not have been better.

MT. STERLING, KY.

There has been a noticeable change in the curing of tobacco, and the outlook now is for plenty of good colory tobacco. The work of cutting the weed is practically over in the county, and the housing has been pushed very rapidly this week, with the result that with few exceptions all growers have finished. The weed has grown enormous in height this year and there will be many fields of very heavy production, some of them probably reaching a yield of 2500 pounds. The weed is curing rapidly in the barns, and there will be plenty of the crop ready for an early December market if suitable weather for stripping comes in about November 1st.

CARLISLE, KY.

The last of the tobacco crop of Nicholas County is to be housed this week. There is yet much reported in the fields, although many growers report that they finished cutting last week. The crop is reported the best in quality in years. Many growers are putting fires in the barns to prevent house-burning.

THE CAROLINAS

KINSTON, N. C.

In September 4,236,796 pounds of tobacco were sold on the Kinston market, and to date the sales have totaled nearly 5,000,000 pounds. At this rate, well-posted tobacconists say, between 12,000,000 and 14,000,000 pounds will be handled here during the entire season.

Prices during the past week were better than at any time since the opening on September 1st. The grades continue fair, and are now beginning to average up well with last season's offerings. About two-thirds, possibly more, of the product sold in Kinston warehouses this season will be exported.

Plan of Organization for Tobacco Growers

Louis Hancock, of Providence, Ky., has suggested the following plan of organization for the dark tobacco belt of Kentucky and Tennessee:

Let Mr. McAdoo appoint one man from each of the tobacco districts, as follows: Paducah, Henderson, Owensboro, Bowling Green, Hopkinsville and Clarksville, to meet with him and determine the relative value of these tobaccos, which shall be the basis of loans and also the basis of grading. They will prepare a uniform pledge and each in his own district will superintend the circulation of pledges, using any organization that is available to hasten the work. When pledges have been returned, let those who have signed the pledge in each county select a man who will be a member of the district committee in his tobacco district. The chairman of the several districts, with the McAdoo committee, shall constitute an executive board, which shall have general supervision, fix a reasonable price on all types and grades, make contract for sales for loose delivery of all tobacco buyers need, collect and distribute proceeds among all growers in the pool. Should any remain unsold, let the district committee secure houses and employ such help as is needed to handle and store it, under the direction of the executive board.

This is only a brief outline. The executive board can make rules governing details. The plan is intended to bring the new government into practical co-operation with growers in each and every district which will effectively prevent buyers depressing prices in one district by substituting similar tobacco from another district.

Growers have been requested to meet at the court house in their respective counties on October 17th, and pass resolutions expressing their desires in the matter. Mr. Hancock believes that this is an opportunity for the growers to help themselves, and has requested that copies of all resolutions be forwarded to him at Providence. He will forward them to Secretary McAdoo.

Kentucky Tobacco in Danger

Tobacco experts in Danville, Ky., report that much tobacco has already been burned, and a warning has been issued to the growers to put stoves under their tobacco at once. The heavy condition of the tobacco, combined with the rains of a few weeks ago, will cause much of it to be ruined unless coke stoves are put in operation.

JOHN F. HEILAND & CO.
Lancaster County Fancy B's
LANCASTER, PENNA.

J. K. LEAMAN
Packer of and Dealer in **Leaf Tobacco**
Office and Salesroom
110-112 W. Walnut St., LANCASTER, PA.
Warehouse: Bird-In-Hand, Lancaster Co., Pa.

E. L. NISSLY & SONS
GROWERS AND PACKERS OF
CHOICE CIGAR LEAF TOBACCO
Packing Houses: Lancaster, Florin. Main Office: Florin, Pa.
Critical Buyers always find it a pleasure to look over our samples
Samples cheerfully submitted upon request.

B. F. GOOD & CO.
PACKERS AND DEALERS IN *Leaf Tobacco*
NOS. 49-51 WEST JAMES STREET
LANCASTER, PENNA.

MILTON H. RANCK
Packer and Dealer in
Domestic Leaf Tobacco
Office: Cor. Duke and Chestnut Streets
LANCASTER, PENNA.
Packing Houses: Strasburg and Lancaster

Jacob Bowman & Bro.
Dealers in and Packers of
LEAF TOBACCO
Penna. and Ohio Tobaccos a Specialty
226-230 East Grant Street, Lancaster, Penna.

John F. Nissly & Co.
Packers and Dealers in
LEAF TOBACCO
And Importers of HAVANA
No. 143 Market Street, Lancaster, Pa.

THE YORK TOBACCO CO.
Packers and Jobbers in All Grades of **LEAF TOBACCO**
Office and Warehouse, 15 East Clark Avenue, YORK, PA.
MANUFACTURERS OF CIGAR SCRAP TOBACCO

J. U. FEHR & SON
Packers of Fine Cigar Leaf
Fancy, Lancaster County B's and Tops a Specialty
135-141 Maple Street, Reading, Penna.

Established 1890 Correspondence Solicited
KEYSTONE VARIETY WORKS
HANOVER, PENNA.
Cigar Ribbons, Silk Imitation and Muslinola Ribbon
Printed or Stamped in Gold or Silver
Labels. Stock Cards. Give Us a Trial. We Want Your Opinion

ESTABLISHED 1877 NEW FACTORY 1904
H. W. HEFFENER & SON
Steam Cigar Box Manufacturers
AND MAKERS OF
Patented Wire Bound Shipping Cases
HOWARD & BOUNDARY AVE. YORK, PA.

For Genuine Sawed CIGAR BOXES, Go to Established 1860
Keystone Cigar Box Co., Sellersville, Pa.
Our Capacity for Manufacturing Cigar Boxes is Always Room for One More Good Customer
MONROE D. SELLERS, SELLERSVILLE, PA.

J. F. Reichard
PACKER AND WHOLESALE DEALER IN
Cigar Leaf Tobacco
We offer a full line Pennsylvania, Wisconsin, Connecticut and Ohio, and Sumatra, Havana and Florida TOBACCOS
Domestic tobacco direct from the grower to you. We have the goods and facilities. Let us submit you samples and prices.
Main Office: YORK, PA.

IMPORTANT NOTICE

We are now packing a most VALUABLE COUPON with

This Coupon in Every Package

Valuable Presents
"Williams" Shaving Stick, best quality..... COUPONS
"Williams" Talcum Powder, best quality..... 25
Pocket Knife, 2 steel blades, stag handle 25
Razor, imported best steel.... 40
Safety Razor, "College," with 6 blades..... 50
Shears, 8 inches, best steel... 50
Gun Metal Cigarette Case.... 60
Alarm Clock, "The Jump," 30 hour time..... 100
Pocket Knife, pearl handle, 3 steel blades, finest quality 125
Watch, Gem
HASSAN
CORK TIP
PUSH THIS END
THE STANDARD OF AMERICA
CORK TIP
5¢

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These foremost houses of the trade have reliable goods to sell and want our subscribers to know about them. Read their story and when writing tell them you saw it in The Tobacco World. No bogus advertising admitted.

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FIFTY-SIX The Brand Established on "QUALITY ONLY"
10 for 25c.

CADO A QUALITY NEVER OFFERED BEFORE
10 for 15c.

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Ask your jobber or send orders direct to:

CADO CO., Inc.
Factory and Salesroom: 26 Park Place, New York City

Bunch Tables That Save Binders and Do Not Twist Fillers
LIBERMAN MFG. CO., 248 N. 8th St., Philadelphia, Pa.

Cigars for Christmas Trade

These are not the ordinary cheap packings but are high-grade in appearance and sell easily.

"EL LUXARDO" is a Florida wrapped, Blunt size, banded 10 in a box retails from 25 to 25 cents a box. Packed in boxes of 12 these same cigars cost the jobber 50 cents a thousand less. We can give you a 5-inch londres or 4-½ inch concha in this brand at the same price.

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WE GUARANTEE SATISFACTION
If preferred, an assortment of labels and sizes can be supplied.
We have no salesmen, hence this advertisement enables us to quote lower prices.
SPECIAL PRICE LIST TO JOBBERS ONLY

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The World's Standard Cigar

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The Real Independent Factory in Havana

Cifuentes, Fernandez y Ca.
Calle De La Industria, 172-174
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General Agent for United States and Canada

ROBERT E. LANE
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Smoke Talk №3

Insurance Companies

are always watching for "smoker's heart"—caused by the over-stimulation of strong, rich Havana cigars. Be sure they don't get you! Smoke a blend of the right domestic and light Havana—the

Robt. Burns
MILD 10c CIGAR

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Latest News of the American Leaf Tobacco Markets

Registration of New Brands of Cigars, Cigarettes, Tobacco, Etc.

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Makers of the Famous "F. Lozano" Brand

Clear Havana Cigars

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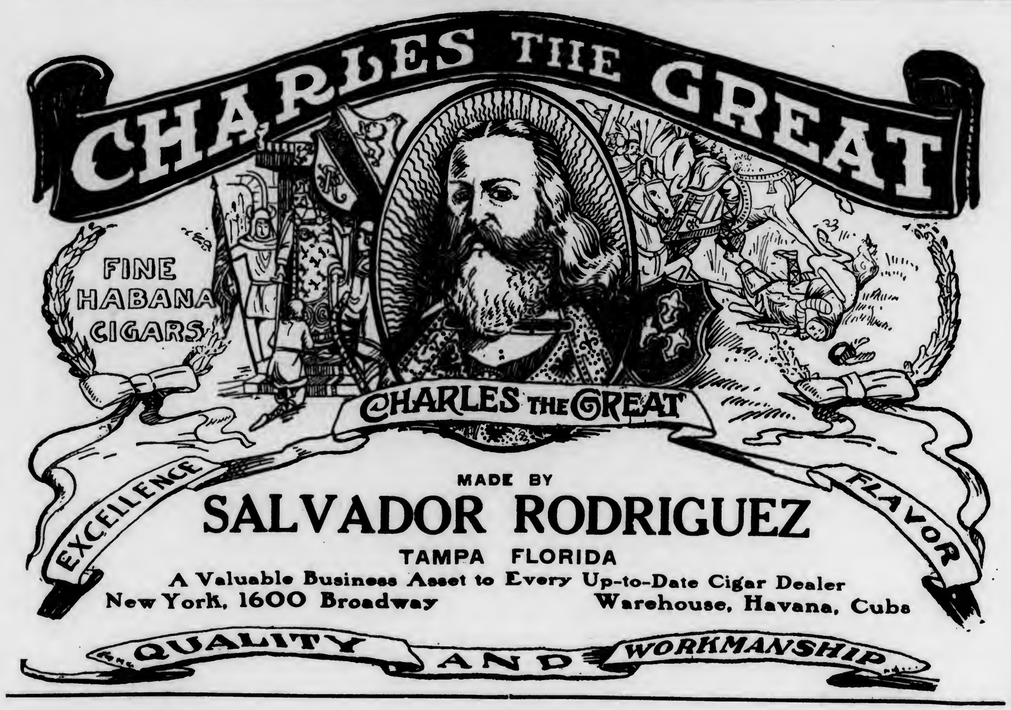

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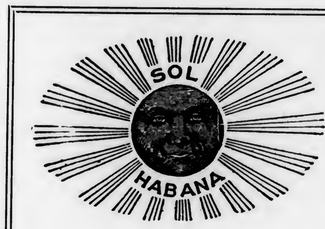
SINTOMA

10c CIGAR

Blunt and Club, in the popular 10-top $\frac{1}{20}$-packing. Same real Portuondo quality at the right price. . . . . .

Juan F. Portuondo

Cigar Mfg. Co., Philadelphia



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Havana, Cuba
Consulado 91-93

Manufacturers of the old brands

"Sol" and "Devesa de Murias"

Independent factories

Our Motto: Quality, always a little better than Havana's Best

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80 Maiden Lane

The Original and Genuine

Central Union

Smoking Tobacco in a New Cut

Packed in a Pocket-proof Package

1½ ounces—5 cents

United States Tobacco Co.
RICHMOND, VA.

For Gentlemen of Good Taste

San Felice
CIGARS

The Deisel-Wemmer Company
LIMA, O.

EISENLOHR'S

CIGARS

PHILADELPHIA

Quality Paramount

CELEBRATED

H. UPMANN CIGARS

H. UPMANN

HABANA

Strictly Independent Manufacturers

CHAS. LANDAU

Sole Agent for United States and Canada

82 Wall Street - New York

Board of Trade Bldg., Montreal, Canada

The Exceptional Cigar

BUSTILLO BROS. & DIAZ, Inc.

GENERAL OFFICES

267 Fourth Avenue New York City

Rings the Bell Every Time!

What bell?

Why, that little bell on the cash register!

UNION LEADER has rung it millions of times, with millions of dimes.

And there are millions more where they came from!

"The Big Ten Cent Tin"

For Pipe or Cigarette

Also in Glass Tumblers, 10c; Glass Fruit Jars, 25c and 50c

UNION LEADER

Redi-Cut

P. LORILLARD COMPANY—Est. 1760

REYES DE ESPANA

Clear Havana Cigars

Lopez Hermanos

Makers

New York Office: 250 Fourth Ave.

Factory: Tampa, Fla.

Printing an Advertisement in Colors is an Enormous Advantage

Patent Applied For
(Holds 25 cigars) Diameter 3¼", Height 5¼"

¶ We can't do that but you can judge of the effectiveness of this tin stein cigar package when we tell you it is handsomely lithographed in four colors.

¶ Manufacturers who use it tell us that it sells cigars where all other packages fail. Being both useful and ornamental it makes a quick appeal to the smoker.

¶ Private medallions can be used instead of the Good Cheer title.

¶ We also have attractive display signs for advertising this package to the consumer.

¶ Quantity prices on request.

WIEDMANN-ST. LOUIS CIGAR BOX CO.

1117-19-21-23 N. Broadway, St. Louis, Mo.

GIRARD

14 SIZES

10¢ AND UP

To become famous you must be built **right,** and of the right **stuff.** Roig's and Girard Cigars are famous.

ESTAB-LISHED 1871

MADE RIGHT IN PHILADELPHIA

Antonio Roig & Langsdorf, Philadelphia.

ROIG'S 5¢ CIGAR

INCREASE YOUR SALES IN 1914

BY STOCKING

"Our Principal"

A Nickel Cigar of Merit

Smokes Well

Sells Well

Pays Well

TRY THIS LINE

"Our Principal" Cigars give the retailer good profits, and the smoker complete satisfaction.

Back of **"Our Principal"** brand stand our principles. We believe in putting honest goods in our cigars, we manufacture under the most sanitary conditions.

More dealers sold our leading brand in 1913 than ever before. We will make a new record in 1914.

Write to-day for terms.

J. W. BRENNEMAN, Manufacturer, Millersville, Pa.

Cremo
is the
year round
favorite
of many
smokers
because
the Cremo
quality
suits their
taste

20 for 10¢

Sell Him Oasis —He'll Come Back

For Oasis is your answer to the demand for a better five cent cigarette.

Years of manufacturing knowledge, fine tobacco, our business reputation and the efforts of our foremost experts are all back of this wonderful Egyptian cigarette.

Oasis
CIGARETTES

You'll find the 20 for 10c. a good seller and then there's the 10 for 5c. packing which many prefer—both styles make a handsome display.

Better order more stock **now.**

Liggett & Myers Tobacco Co.
NEW YORK CITY

10 for 5¢

Demand Proves the Value of a Cigar

ARE IN DEMAND

JEITLES & BLUMENTHAL, Ltd.
PHILADELPHIA, PENNA.

44s' Packed in NEW Cans
ACKNOWLEDGED BY RESULTS
A BUSINESS BUILDER

LONDRES BLUNTS

INVINCIBLES

In placing this can on the market we have followed our well-known Advertising Color, yellow base with red and black lettering.

"44" Cigar Co., Philadelphia

E. H. GATO CIGAR COMPANY

FOR FORTY YEARS THE STANDARD — By Which Clear Havana Cigars Are Judged

Write for Open Territory
Factory: Key West, Fla. — New York Office: 203 W. Broadway

LOVERA

CLEAR HAVANA CIGAR
Made under U. S. Bond by
Jose Lovera Co.
TAMPA, FLA.

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All about Tobacco From the Plant to the Finished Product
500 pages, cloth bound—$2.00 by mail, prepaid

The Tobacco World Corporation
Selling Agents
236 Chestnut St. - - Philadelphia

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FIVE CENT CIGAR
PHILADELPHIA

DIAMOND JOE
TRADE MARK
CIGAR FACTORY
ESTABLISHED 1850

BEST THAT SKILL, ENERGY AND MONEY CAN PRODUCE
H. FENDRICH, Maker, EVANSVILLE, IND.

5c CIGAR

HONESTLY ADVERTISED NOT MISLEADING

LA SARAMITA

Broadleaf Wrapped Havana Cigars

Real Havana Tobacco Skillfully Blended

Pre-eminent by Comparison

THE SHIELDS-WERTHEIM COMPANY, Cleveland

Exact Fac-simile of the Government Stamps on Cigars, Cut Tobacco and Cigarettes, issued by the Government of the Republic of Cuba, according to the Law of July 16th, 1912.

THE ABOVE STAMP IS USED FOR CIGARS AND CUT TOBACCO

All manufacturers are compelled to affix these Stamps on all boxes of Cigars, packages of Cut Tobacco, as well as packs of Cigarettes, which are manufactured by them, and which constitute an absolute guarantee to the smokers, that the Cigars, Cut Tobacco or Cigarettes contained therein, are of Genuine Cuban Origin, made by Expert Havana Cigarmakers and Tobacco Workers.

THE ABOVE STAMP IS USED ON ALL PACKAGES OF CIGARETTES

The COLOR of THE ABOVE STAMPS is GREEN.

M. E. Canle, 156 Water Street, New York, Representative for the United States, of the Union of Manufacturers of Cigars and Cigarettes of the Island of Cuba, is duly authorized to prosecute any falsification, or colorable imitation of the above stamps by law with the assistance of the Cuban Minister at Washington.

BACHIAS
Havana Cigars
For Men of Means
Renowned for Uniformity

IDENTIFIED BY THE GREEN AND GOLD BAND
R. A. BACHIA & CO.
47 West Sixteenth St. New York

A Favorite with the BEST Cigar Stores Restaurants Hotels and Clubs

Manufacturers
PEDRO CASTRO & CO., Tampa, Fla.
New York Distributers
LOUIS G. SMITH & CO., 52 Beaver Street

COPENHAGEN
Chewing Snuff

We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

WEYMAN-BRUTON COMPANY
50 Union Square North New York, N. Y.

THEN and NOW

FROM the very first, **BOLD** cigar was built only after much patient painstaking effort to get a nickel cigar unlike anything then in the market.

It ***had*** to be better in quality, different in shape, superior in workmanship, in fact, distinctive in every way.

Now there are numbers of brands of cigars, similar in the less important features. In short, **BOLD** is imitated in many ways. But in the all important, most essential feature, then as now, you'll find the quality of

BOLD Above All

BOBROW BROS.
Philadelphia, Pa.

Repeats Like a Winchester

5c.-Rocky Ford Cigars-5c.

Delicious Flavor
Made at our Newark, N. J. Factories

We also manufacture at our several factories located at Pittsburgh, Pa. the celebrated

[Pittsburgh "FAMOUS" Stogies]

The jobber's biggest asset in the 2 for 5c. line.

Our 2 for 5c. and 3 for 8c. lines of CIGARS and STOGIES are so extensive that space does not permit mentioning

Write for full information and prices

UNION AMERICAN CIGAR COMPANY
28th and Smallman Sts. Pittsburgh, Pa.

Graham Courtney

"MILD HAVANA BLEND"

They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company

135 West 42nd Street, New York

EVARISTO HERRERA, SAN MIGUEL 85 HABANA, CUBA

Manufacturer of the celebrated Habana Cigar Brands

Flor de P. A. Estanillo
Flor del Fumar
Elite

Fifth Avenue Cigarettes

The Union Made Cigarette of Quality
Bearing Union Label

Ten cents per package of ten. Mouthpiece, Cork Tip, Plain

Live Distributors Wanted

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The Standards of America:

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys—Rappees—High Toasts
Strong, Salt, Sweet and Plain Scotchs

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G. S. Nicholas & Co.

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DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

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GREATEST SUCCESS IN HABANA'S CIGAR HISTORY

ROMEO Y JULIETA

RODRIGUEZ, ARGUELLES & CO.

A Success of Quality

THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD

U. S. Representative: Wm. T. Taylor, 93 Broad St., N.Y.City.

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JUST THINK-5¢ BUYS A
LA FAMOSA
EQUAL TO ANY MILD 10¢
CIGAR

E. Kleiner & Co., Makers, New York

THE KEY WEST CIGAR FACTORY — WEST

THE Key West Cigar Factory

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CASTAÑEDA — TRADE — HABANA — MARK

CARDENAS & CO.

Main Offices and Factory: 102 Galiano Street Havana
London: 114 Grace Church Street
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DAVE ECHEMENDIA, U. S. Representative

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Makers of

The New Bachelor Cigar

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WAR OR NO WAR

You Need Not Worry About Your Wrappers

This Country, Fortunately, Has Produced This Year the Finest Wrapper Crops In Its History

Our Florida-Georgia Corp IS A PIPPIN

American Sumatra Tobacco Co.

131 Water Street, New York

25% CASH SAVING On Your Smoke Bill

NO INSERTS

NO COUPONS

NO COSTLY BOXES

In All the story of Turkish Cigarettes, None Like This Before!

Lord Salisbury

100% Pure Turkish Cigarettes

"The Greatest Cigarette Value In the World!"

A Price Revolution In Turkish Cigarettes!

Think of it! Twenty *100% Pure Turkish* Cigarettes for 15 cents!

And the brand is Lord Salisbury—*Famous, high-class* Turkish cigarettes that have sold for years at *10 for 10 cents* in the regulation box package.

No Inserts, no Coupons, no costly Boxes — but the popular and inexpensive Foil Package — that's the explanation of this startling, epoch-making value.

25% Cash Saving with every package — and a double quantity of these 100% pure Turkish Cigarettes.

In the New Foil Package 20 for 15c

THE AMERICO COMPANY

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HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

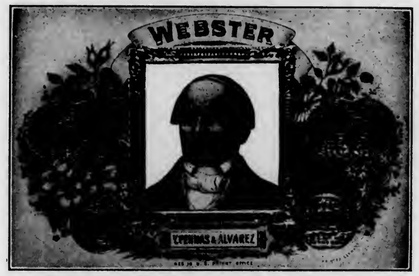
V. Guerra, Diaz & Co., Tampa, Fla.

Established 1867

Our Motto "Quality"

Y.PENDAS & ALVAREZ

WEBSTER



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HAVANA CUBA

Like his big 10c. brother

LITTLE WM PENN

is "good thru and thru"

½ the size — ½ the price

A *real* little cigar

5c.

THEOBALD & OPPENHEIMER CO.,

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THE BEST CIGAR FOR THE MONEY
IS WHAT THE SMOKER WANTS

There are good and bad cigars that retail at the same price but if you want a **better** smoke to retail for a nickel try

Your customers will appreciate the **quality** of this brand.

REID TOBACCO CO., Milton and Altoona, Pa

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EGYPTIAN CIGARETTES

You Cannot be Mistaken if You Stock the Easiest Sold Cigarettes

M. Melachrino & Co., Inc., are purveyors and supply all the Courts, Embassies, 120 Clubs and 360 Regimental Messes throughout Europe

GRAND DEPOTS OF M. Melachrino & Co., Inc. {London, 8 Regent St., S. W. {Capetown, South Africa Calcutta, 10 Government Place Alexandria, Rue Cheriff Pacha CAIRO, Head Office and Factory Hamburg, 18-20 Grosse Backerstrasse

AGENCIES IN THE PRINCIPAL CITIES OF THE WORLD PRICE LIST UPON APPLICATION

214-216 WEST 47th STREET, NEW YORK

THE TOBACCO WORLD

Vol. XXXIV. PHILADELPHIA AND NEW YORK, NOVEMBER 1, 1914. No. 21.

OFFERS OF "UNITED" GET FINE RESULTS IN SALESMEN'S CONTEST

Shares of Stock Given as Prizes—First Week of October Standard for Awards—Big Business Gains Reported

(*Special to "The Tobacco World."*)

NEW YORK, October 31.

TONIGHT marks the closing of the most interesting contest in the way of increasing of sales that the United Cigar Stores Company has ever inaugurated, and the results as gleaned from incomplete reports make it the most successful in the history of the company, a history by the way which has included many notable merchandising events.

On October 18th, the General Office of the United Cigar Stores Company sent out to each of its stores and individual salesmen the following:

OFFICIAL BULLETIN.

General Office,
NEW YORK, October 18, 1914.

An order is hereby issued to every official in charge of United territory to turn the flank of business in our stores from October 11th up to and including October 31st, 1914, in a general movement to advance sales in October, based on percentages of gains in each of the following territories, commanded by the officials herewith named.

New Jersey Corporation.

Julius Schwartz, General Superintendent.

Metropolitan District — Robert Blakely and I. Radin, Superintendents.

New Jersey (East)—August Simons and M. A. Bouvier, Superintendents.

New Jersey (Southern Division)—David Myer and C. H. Williamson, Superintendents.

Philadelphia—Harry E. Smith, Superintendent.

Illinois Corporation.

J. A. Burns, Vice-president.

Illinois (Northern Division)—D. J. Keeley, General Superintendent.

Pacific Coast.

William A. Round, General Superintendent.

G. H. Raymond, Assistant General Superintendent.

Rhode Island Corporation.

M. J. Hanrahan, Vice-president.

By order of the Board of Directors of this Company five hundred (500) shares of common stock of the Company, of the par value of ten dollars ($10.00) will be set apart as rewards for the best execution of this movement according to a plan of distribution to be duly promulgated, and due notice of which will be given from each territorial headquarters as above designated.

By the Vice-President,
J. R. TAYLOR.

The $5000 worth of stock referred to is in the United Cigar Stores Company of America, and the method of distribution as arranged allowed every salesman to get a fair chance for three, two and one share for his individual property.

(Continued on Page 18)

PRESIDENT SIGNS NEW REVENUE BILL TO TAX TOBACCO INDUSTRY

Law Effective November First—Tax to Apply Only Once to Each Concern—Manufacturers of Little Cigars in Cigarette Class

WASHINGTON, D. C., October 30.

THE Internal Revenue Department is now busy drafting regulations for the war revenue bill which has become a law with the signature of President Wilson. That section relating to the tobacco trade becomes effective November 1st, and it is hoped to have the rules ready by that time.

Taxes are to be collected as soon as possible for the eight remaining months of the present fiscal year which ends June 30, 1915. It is understood that assessments will be levied on a basis of the sales of the previous fiscal year which ended June 30, 1914.

As usual, every one is wide awake looking for a joker in this section, but there is only one part of the law relating to the tobacco trade that offers any chance for a double construction. This relates to the tax as applied to manufacturers of cigars, cigarettes and tobacco, and it is understood that in this case the tax will apply only once to each concern. That is to say, that firms operating a number of factories will not be taxed on the output of each factory, individually, but rather on the total output. The Department of the Treasury will probably be called upon for a ruling, but it is believed that this will be the method of procedure.

The ruling with regard to the assessment for the present year will be advantageous to the manufacturers whose business has shown an increase over the past fiscal year, while it will work a hardship for the firms whose sales have been falling off since then.

The new stamps will be about six inches by eight and will have coupons for each month attached. The coupons will serve as a receipt showing that the tax is paid. The stamp itself has been approved and will probably be ready by the end of the month. They are to be printed on white watermarked paper, the printing to be in black.

That part of the law relating to the tobacco trade is as follows:

"TOBACCO DEALERS AND MANUFACTURERS

"Sec. 4. That on and after November first, nineteen hundred and fourteen, special taxes on tobacco dealers and manufacturers shall be and hereby are imposed annually as follows, the amount of such annual taxes to be computed in all cases on the basis of the annual sales for the preceding fiscal year:

"Dealers in leaf tobacco whose annual sales or transfers do not exceed fifty thousand pounds shall each pay $6. Dealers in leaf tobacco whose annual sales or transfers exceed fifty thousand and do not exceed one hundred thousand pounds shall pay $12, and if their annual sales or transfers exceed one hundred thousand pounds shall pay $24: Provided, That dealers in leaf tobacco whose annual sales or transfers do not exceed one thousand pounds shall be exempt from the tax herein imposed on dealers in leaf tobacco.

(Continued on Page 18)

Keeping the New Customer

PERHAPS there is nothing quite so easy of accomplishment as getting a new customer, but to keep him—ah, that's another matter altogether! The advent of a new customer might arise through causes over which you, personally, have not the slightest control—causes which you have never lifted a finger to bring about, either wittingly or unwittingly. Curiosity to examine what sort of a shop you have got; just a sudden impulse to survey unexplored regions; a desire to ascertain what manner of person presides behind the counter; an impelling something induced by a glance at the name over the door; a wish to sample a stranger's products; a word inadvertently dropped by some one else in the stranger's hearing that So-and-So keeps such-and-such an establishment; and last, but by no means least, a sudden realization that yours happens to be the nearest port of call when the pouch or case is empty—any one of these may bring about the patronage of an entirely new customer.

Now you will observe that not a single one of these reasons for his visit may be said to have been due in the smallest degree to your influence. The spick-and-spanness of the shop front, your window dressing effects, the catchy notices, and attractive displays availed nothing; he just entered for either one of the reasons enumerated, or else because of circumstances which affected him alone.

Given the opportunity, then, it is clearly your duty now to make the most of it, to do what you can in the little time afforded to make an impression upon him. And not only does this apply to yourself, but you must do whatever is possible to let the shop and its contents impress him. Naturally, being in a strange place, he wouldn't be human if he didn't evince at least a particle of interest, both in you and in his surroundings.

But not always, of course, does the opportunity arise whereby you are enabled to stamp your own personality and the character of your shop upon him. He may be in a desperate hurry, or too intent upon other matters to care a hang whether you are a pleasant, Mark Tapley sort of individual, or a grumpy old boor; or whether you stock top-notch line or clothes pegs, providing he gets what he came in for. When this is so—and naturally you can readily divine this from his general behavior—then you are perfectly justified in putting him down a mere bird of passage, a storm-tossed barque, driven to the nearest harborage; and all your alluring devices and artful blandishments will be more or less wasted upon him.

But if, on the contrary, you are persuaded that he is in what one might term a ten-minutes-to-spare mood, and shows an inclination to chatter and be chattered to, then it is your duty to make him feel that, although strangers hitherto, it is not going to be your fault if you remain so. Bring all your powers of entertainment to bear upon him. Don't harp too much on generalities, or get him interested in political or social matters—these won't further the end you have in view, or yet bring about a sale. Talk "shop" as much as possible, and keep him well within this groove, for this supplies you with the opportunity of letting him into "the know" concerning what class of goods you keep. It also furnishes you with an excuse to bring forward some of your best lines, not exactly because he may be disposed to purchase today, but because you can impress him sufficiently to keep yourself and your goods in mind when he does require them.

If you happen to sell him one of your own special lines, procurable nowhere else, don't dismiss the sale as you would if you had passed him over the counter an ordinary proprietary article. If, say, it is something special in mixtures, chat to him about the different blends, and attempt to ascertain his particular taste in this direction. Get him, through the medium of a little adroit banter, to make you a half promise that he will give you his opinion upon his purchase, so that you might have an opportunity of changing it for something else if he is not altogether satisfied with it.

This can be done quite nicely, you know, and so naturally that he never suspects you are more concerned with your side of the bargain than his. And, incidentally, you may then also learn if he is likely to be passing your way again, how often, and whether you will be justified in regarding him as a prospective regular customer.

I daresay you have often wondered to yourself why you have lost a certain customer. Perhaps it is one who has dealt with you for years, and all your dealings with him have been quite harmonious. You puzzle your brains to find a reason for his leaving you; you recall the last occasion upon which he made a purchase, and wonder if, by word or deed, you offended him. Yet you now see him pass and repass your shop without ever once darkening your portals, and very naturally comes an ardent desire to know the reason why.

But it is not always easy to find out. Easy, did I say? It is most difficult. You don't like to stop him and put the question bluntly to him, however much you might feel tempted to do so. And he knows you too well to rise to what in others differently situated would be an alluring bait. Moreover, your own dignity is at stake if you employ less open methods of acquiring the desired information. But whatever the reason, you may rest assured that as often as not it will have arisen through some, perhaps, quite unintentional and unthinking action in word or deed on your part.

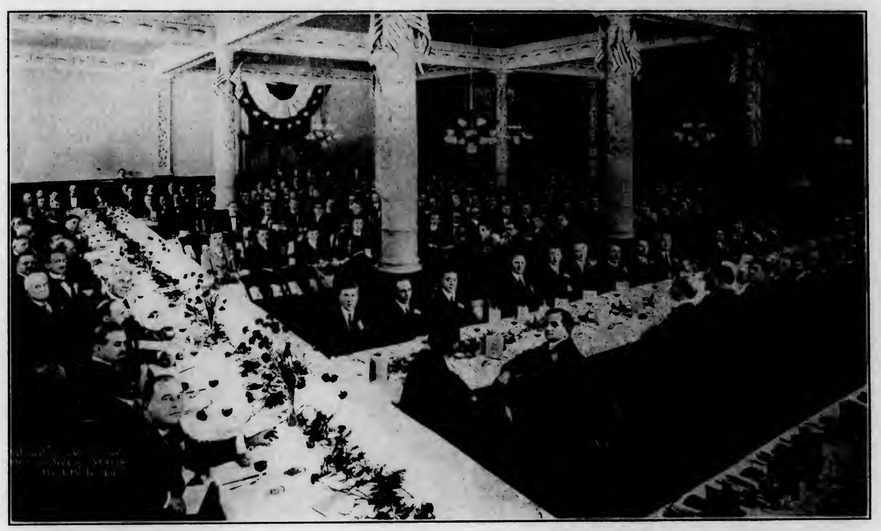
For instance, I once lost an old and valued customer in a similar way—a customer whom I had grown to look upon almost as a personal friend. Not only did he withhold his patronage, but on one or two occasions he gave me the cut. Naturally his actions were, to say the least of it, very disquieting; the more so as I could recall no occasion upon which we had differed in any way. Determined to find the solution, I took into my confidence another old and respected customer, who was on exceptionally good terms with the individual in question, and begging him to use what diplomatic powers he possessed towards getting at the root of the trouble. This he did, and the answer was brought to me that upon a recent occasion the aggrieved one had heard, through a third person, that I had—inadvertently and wholly unintentionally—spoken a trifle disparagingly of this indivudual's—don't laugh—sweet peas, the growing of which was to him more of an obsession than a hobby.

I daresay you will smile at such a display of childishness, but believe me it is perfectly true, and goes to show not only how careful one needs to be, both in word and deed, when discussing another person's affairs, but upon how slender a thread hangs a customer's patronage.—"Optimist," in "The Tobacco Trade Review."

Report received from the E. A. Saunders' Sons Company, Richmond, Va., distributors in four states for the noted "Charles the Great," manufactured by Salvador Rodriguez, states that their salesmen have opened a number of new accounts on the brand. They also report the brand well placed in all the leading local stores.

Report received from A. Reder, of the A. Reder Company, who manufacture the popular "Belvedere" Little Cigars, states that he is much pleased with the success with which he met on his recent trip through Providence, Boston and New Haven. He looks forward to a good season in these places.

Los Angeles Tobacconists Banqueting on "Cigar Day"



National Cigar Day received a hearty reception from The Tobacco Association of Southern California when that body wined and dined the cigar dealers of Los Angeles and the vicinity. The banquet was held in the Westminster Cafe.

NOTABLE EVENTS FEATURE "CIGAR DAY" DINNER

Anthony Schwamm Toastmaster of Evening—Spirit of the Day Features Speeches—Cigars and Cigarettes Donated

LOS ANGELES, CAL., October 22.

ON the evening of October 12th, the Tobacco Association of Southern California celebrated National Cigar Day by tendering a banquet to the cigar merchants of this section. This affair was held in the banquet room of the Westminster Hotel and proved to be one of the most successful attempts to honor the cigar and tobacco industry of the country.

Many notable events were crowded into the evening's entertainment, and not the least of these was the introduction and speeches of a number of political aspirants for office. The fact that there is to be an election on November 3d throughout the state has stirred up the populace, and politicians are as abundant as warts on a pickle. But the banquet on that evening seemed to get the "pick" of all of them. Each of them entered into the spirit of the occasion and helped to make the banquet a huge success.

But there were other factors who had a hand in the affair and Anthony Schwamm, president of the Tobacco Association of Southern California, toastmaster of the evening, stood out as the most formidable of these personages. Mr. Schwamm ran things in his own inimitable manner, and his work is to be commented upon as par excellence. The others who ably assisted Mr. Schwamm were Ed G. Hookstratton, Chairman of Banquet Committee composed of Louis Gold, Morris Burke, I. Weinberger, H. D. McLean and A. L. Finkenstein. The Decoration with W. A. Pickart, Chairman, Frank West and W. C. Henderson, did noble work.

The speakers and their chosen subjects were as follows:

Justice Summerfield spoke for Mayor H. H. Rose, who was detained at home on account of serious illness at a most inopportune time. Justice Summerfield's remarks were appreciated by all present.

"Uncle Sam and the Tobacco Industry," was the topic around which John F. Carter, Collector of Internal Revenue, Southern California District, made his speech. He stated that the people of this section of the country, Southern California, pay more taxes in proportion to their population, than do any two other like sections in the United States. He is instituting a new method of collecting the coming internal revenue tax, and asks the assistance of the cigar merchants of Southern California in collecting this.

Ike Wentworth, representing the Jose Lovera Company in Southern California, spoke about "Bonded Cigars," and it proved to be an interesting article well rendered.

Dr. C. A. Scroggs, "Smoke and Live a Thousand Years."

Very Reverend William McCormack, D. D., "Better Smoke Now Than Hereafter."

Practically all local cigar houses donated cigars or cigarettes to the banquet, gratis.

Of course there were many more speakers on the programme, and every one of them pleased the vast assemblage. The interest manifested by those present that evening proved conclusively that National Cigar Day is to be an annual event in Los Angeles and preparations will be made for even a more extensive celebration for next year.

Tobacco Day in Petrograd

October 18th was "Tobacco Day" in Petrograd, Russia, and large numbers of motor cars drove about the city and the populace threw into them tobacco in all forms, from large cartons to single packages of cigarettes. All these contributions were gathered for the soldiers at the front.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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A man is in his most receptive mood when he has time to read. Then he can think and consider. Many a salesman fails because he approaches his prospect at an unfavorable time.

You Can't Get Away From It

Trade paper advertising reaches the man at the *right* time. It secures an introduction for your products that your salesman might never be able to get. The fact that he has read the ad gives an opportunity for following up the favorable impression; also for correcting any false conception.

The jobber or retailer may not be able to handle your line for a year hence, but meanwhile the trade paper ad is doing its work; it makes a mental impression that can be gained in no other way.

Trade paper advertising *decisively influences* buying. You can't get away from it. More than one hundred and thirty firms and individuals are using THE TOBACCO WORLD, consistently, *because* they know they are reaching the right people at the *right* time.

To those manufacturers who are building for the future, as well as for today, we will be pleased to supply information.

A well-known representative of a leading Cuban factory was in Philadelphia last week calling on the cigar trade, and his splendid optimism should have put many of the people whom he met to shame. Certainly business is not all it should be, but there is much of a hopeful and encouraging nature in present times and the merchant who is able to discern these conditions and profit by them will feel little of the stress of European troubles while his competitor is allowing the waves of pessimism to overwhelm his business craft.

Some Brighter Lights

One year ago, the balance of trade in New York City was against the United States by $2,385,696 for the week just ended. The reports of last week show this year it is in our favor $5,985,549, or over eight millions gain over last year, and it is steadily mounting, as the increase of last week showed over $300,000 more than the week previous.

For the six days ending last Saturday, the exports from the port of New York amounted to more than in any one week for seven months, reaching the fine total of $23,279,981. Our imports, too, are steadily gaining in volume.

These figures point out with telling verity the fact that busines is improving despite all croaking, and the cigar and tobacco trades will have their share.

The tax question is now settled and like everything else the anticipation did more to hurt business than the real tax will. With the pill swallowed, let us hope that the results will make the medicine worth while.

House of H. Duys & Company Have Biggest October

Sumatra-wrapped cigars must certainly be in heavy demand according to an announcement recently made by John Duys, of the well known Sumatra and Java leaf house of H. Duys & Company, who stated that this was the biggest October in the history of the firm.

While the buying spirit is rampant the sales force is making every effort to make this month the biggest November in the history of the house.

"Cigar Day" Brings Treat to Los Angeles Prisoners

Thanks to the thoughtfulness of the Tobacco Association of Southern California, prisoners in the Central Police Station, Los Angeles, received hundreds of cigars, which were distributed to them on "Cigar Day" by Property Clerk "Billy" Matuskuviz. "Billy" was a mighty popular man in the station house, and was the recipient of sincere thanks from the prisoners. "Cigar Day" will be long remembered by the many prisoners who received the smokes to celebrate the event.

Liggett & Myers to Give Away Handsome Auto-Piano

The Liggett & Myers Tobacco Company has inaugurated the novel scheme of giving away a handsome auto-piano to the most popular employee of any railroad, steam or electric, in the State of Kentucky. To vote, one is required to write the name of the candidate on the back of coupons or package fronts of "Fatima," "Piedmont" and "Oasis" cigarettes, and the coupons from "Velvet" and "Duke's Mixture" smoking tobacco. The voting period closes December 24th, the ballot boxes having been placed as conveniently as possible. The auto-piano may be seen at the Taylor-Isaacs Drug Company, Third and Jefferson Streets, Louisville, Ky.

Jack Dumastre (U. Koen & Company) was a recent visitor to Memphis, Tenn., where he stopped over for a couple of days in the interests of the well-known "Webster" cigar, manufactured by Y. Pendas & Alvarez.

Corner Store Chat

THE inter-city jealousy of our country has always been an amusing phase of American national life and I guess this is nowhere more apparent than in the cigar trade. Many and many a first-class salesman has had his reputation split upon the trade rocks of Philadelphia and Boston when he attempted to introduce a New York brand of cigars in those respective markets. By the same token, the popular brands of Philadelphia and Boston have invariably had a very rough passage when brought to New York for approval.

However, Philadelphia boasts one brand which claims distinction for itself all over the United States, and New York retail stores have long since found out that Eisenlohr's "Cincos" are always a steady seller in any part of Manhattan and that "Cinco" smokers want their brand and demand it against all others.

Last Thursday I had the pleasure of seeing the first sale of a "Cinco" in the Riker-Hegeman store at Forty-second Street and Broadway, and it interested me sufficiently to make some inquiries about this brand in New York.

Early in the morning I stopped at the stand to make a purchase and while there a man came up and asked for a "Cinco." The salesman promptly pulled out a new box from which no cigar had been taken and I took the liberty of addressing the purchaser. "A Philadelphian?" I queried. "No," was the reply. "Why do you ask?" "The brand of cigars you smoke interested me," I replied. "Probably you know that the 'Cinco' brand is Philadelphia made." "No, I did not," said the stranger," I am from Jacksonville, Fla., but I have smoked 'Cincos' for years and they are some good uniform smokes," and with a nod he was gone.

Turning to the salesman I inquired of him as to whether there was much of a demand for "Cincos" in New York and he informed me that his company had such a steady call for the goods that they had just stocked them, and that I had witnessed the first sale of them.

It was an interesting little episode for me, and as a Philadelphian I felt a touch of pride difficult to explain.

* * *

When the husband weakens to such an extent that he turns over his pay envelope to his wife, and allows her to dole out carfare and lunch money by the day, it is no wonder that he is sometimes hard put to get his cigars without awakening suspicion.

Henry, who belonged to this class of husbands, was suddenly awakened from his evening paper and pipe by his wife, who, after looking over the grocer's bill, asserted that they would have to go easier on potatoes.

"Here," said Mrs. Henry, "the grocer has us down this month for forty-six bushels of potatoes. It's scandalous. It's ridiculous. It's absurd."

"But, my dear," objected her husband timidly, "potatoes are the staff of life."

"No, that's bread!" she snapped. "And what's more, I'm going to speak to the grocer about this bill. Forty-six bushels of potatoes!"

"But think of all the different ways we've had potatoes this month," said he. "We've had them boiled, and baked, and fried and boiled, and scalloped, and boiled, and mashed and boiled, and boiled and——"

"I'm going to speak to the grocer, and I don't want another word from you about it!" she said fiercely.

The next morning when Henry stopped in at the grocery for his cigars, the grocer whispered, "Shall I charge it up to potatoes as usual, sir?"

"No," he whispered back, "better make 'em sugar for awhile."

* * *

After reading the recent announcement in the papers that King George of England had proclaimed a general amnesty for the militant suffragettes and that those in prison will probably be released at once, Mr. Thornburg remarked that a good many people in England would feel about this action the same way M. G. St. John, of New York, felt about the action of a judge one time.

Two women, the worse for liquor, started a war of words in front of M. G. St. John's cigar store at Forty-second Street and Madison Avenue, one day back in 1910, and it soon turned into a general fight. Finally one of the women, who was evidently acquainted with the gentle art of self-defense, took a swing at her adversary and landed a good, healthy punch where it would do the most good. The adversary doubled up and went straight through one of St. John's handsome plate glass windows with a noise like an exploding bomb. There was great excitement for a moment and then an officer of the law appeared and took both women into custody.

I happened to pass the store the next morning again and pasted to the fragments of hanging glass was the following sign:

This Window Was Smashed by
Two Drunken Women.
Window Valued at $250.
Judge Fined the Women $10.
Where the H—l do I Get Off?

* * *

The absent-minded professor has to stand for a good many jokes, but this one is said to have been based on an actual occurrence after a night at the club.

A friend who accompanied Professor Blank home to discuss the fourth dimension was somewhat amused to see him trying to unlock the door of his home with a cigar.

"Look here," said the friend, after he had controlled his mirth, "do you know what you are trying to open that door with, Professor?"

The professor looked and gave a start of dismay.

"Gracious," he blurted out, "I must have smoked my latch key."

THE ONLOOKER.

PRESIDENT SIGNS NEW REVENUE BILL TO TAX TOBACCO INDUSTRY

(*Continued from page 13.*)

"Dealers in tobacco, not specially provided for in this section, whose annual receipts from the sale of tobacco exceed $200, shall each pay $4.80 for each store, shop, or other place in which tobacco in any form is sold.

"Every person whose business it is to sell, or offer for sale, manufactured tobacco, snuff, cigars, or cigarettes shall be regarded as a dealer in tobacco: Provided, That no manufacturer of tobacco, snuff, cigars, or cigarettes shall be required to pay a special tax as a dealer in manufactured tobacco, snuff, cigars, or cigarettes for selling his own products at the place of manufacture.

"Manufacturers of tobacco whose annual sales do not exceed one hundred thousand pounds shall each pay $6.

"Manufacturers of tobacco whose annual sales exceed one hundred thousand and do not exceed two hundred thousand pounds shall each pay $12.

"Manufacturers of tobacco whose annual sales exceed two hundred thousand and do not exceed four hundred thousand pounds shall each pay $24.

"Manufacturers of tobacco whose annual sales exceed four hundred thousand and do not exceed one million pounds shall each pay $60.

"Manufacturers of tobacco whose annual sales exceed one million and do not exceed five million pounds shall each pay $300.

"Manufacturers of tobacco whose annual sales exceed five million and do not exceed ten million pounds shall each pay $600.

"Manufacturers of tobacco whose annual sales exceed ten million and do not exceed twenty million pounds shall each pay $1200.

"Manufacturers of tobacco whose annual sales exceed twenty million pounds shall each pay $2496.

"Manufacturers of cigars whose annual sales do not exceed one hundred thousand cigars shall each pay $3.

"Manufacturers of cigars whose annual sales exceed one hundred thousand and do not exceed two hundred thousand cigars shall each pay $6.

"Manufacturers of cigars whose annual sales exceed two hundred thousand and do not exceed four hundred thousand cigars shall each pay $12.

"Manufacturers of cigars whose annual sales exceed four hundred thousand and do not exceed one million cigars shall each pay $30.

"Manufacturers of cigars whose annual sales exceed one million and do not exceed five million cigars shall each pay $150.

"Manufacturers of cigars whose annual sales exceed five million and do not exceed twenty million cigars shall each pay $600.

"Manufacturers of cigars whose annual sales exceed twenty million and do not exceed forty million cigars shall each pay $1200.

"Manufacturers of cigars whose annual sales exceed forty million cigars shall each pay $2496.

"Manufacturers of cigarettes whose annual sales do not exceed one million cigarettes shall each pay $12.

"Manufacturers of cigarettes whose annual sales exceed one million and do not exceed two million cigarettes shall each pay $24.

"Manufacturers of cigarettes whose annual sales exceed two million and do not exceed five million cigarettes shall each pay $60.

"Manufacturers of cigarettes whose annual sales exceed five million and do not exceed ten million cigarettes shall each pay $120.

"Manufacturers of cigarettes whose annual sales exceed ten million and do not exceed fifty million cigarettes shall each pay $600.

"Manufacturers of cigarettes whose annual sales exceed fifty million and do not exceed one hundred million cigarettes shall each pay $1200.

"Manufacturers of cigarettes whose annual sales exceed one hundred million cigarettes shall each pay $2496.

"In arriving at the amount of license tax to be paid hereunder, and in the levy and collection of such tax, each person, firm, or corporation engaged in the manufacture of cigars, cigarettes (including little cigars), or tobacco shall be considered and deemed a single manufacturer.

"And every person who carries on any business or occupation for which special taxes are imposed by this Act, without having paid the special tax herein provided, shall, besides being liable to the payment of such special tax, be deemed guilty of a misdemeanor, and upon conviction thereof shall pay a fine of not more than $500, or be imprisoned not more than six months, or both, at the discretion of the court.

"Provided, That the special taxes imposed by this Act, and payable during the special-tax year ending June thirtieth, nineteen hundred and sixteen, shall be collected and paid proportionately for the period during which such taxes shall remain in force during said year."

OFFER OF "UNITED" GET FINE RESULTS IN SALESMEN'S CONTEST

(*Continued from Page 13*)

Every store in the entire "United" circuit from Maine to California has an equal chance in a division of the stock, for the simple reason that the entire plan was based upon a percentage of increase on their own sales for a given period, so that the location of the store, whether a good one or only a medium one, had no bearing on the ultimate result, and yet this plan itself had a loophole of regret in one particular case which a "World" man encountered.

One of the best conducted stores in New York City, in which the head salesman takes a special pride, and which salesman incidentaly has captured a number of prizes, had a particularly splendid day's record on Saturday, October 3d; as a matter of fact, this day proved the very best in the history of that particular store. The terms of the contest provided that the record of the first ten days of October were to be eclipsed during the last twenty days of the month, and this salesman bewailed the fact that his banner day previous to the contest had proved his ultimate undoing in winning a prize. Notwithstanding, he added, my extraordinary hustling every Saturday of the past month, those figures of October 3d looked as big as the Rock of Gibraltar when the other Saturdays' receipts were counted. This comment, however, showed exactly the fine spirit of endeavor which the contest stimulated.

KNICKERBOCKER.

S. L. Lee, of S. L. Lee & Sons, Memphis, Tenn., is back again from his European trip.

"New Bachelor" Cigars Well Placed in City

"New Bachelor" cigars, made by T. J. Dunn & Company, are making a hit in this city and are being placed in every section with good results. Many of the stands handling this line are carrying it in a number of attractive shapes, the Invincible size in particular meeting with popular favor.

An additional incentive is offered the consumer to smoke these cigars through the offer of a triple-plated gold cigar cutter. This is given free to any one returning twenty-five "New Bachelor" bands to the factory.

A. S. Valentine & Sons, now a branch of T. J. Dunn & Company, are distributing the goods in this section at present.

Trade Comment

The William Recker Cigar Company, St. Louis, has become the distributor in that territory for the well-known "Garcia Grande" in seven sizes.

"White Heather," Cuesta, Rey & Company, is being shown in very attractive sizes by the Cruickshank Cigar Company, Atlanta, Ga.

John Ross, State Manager of the Reynolds Tobacco Company, with headquarters in Jacksonville, Fla., recently spent a few days in Tampa.

Fishkin Brothers, retailers, West 181st Street, corner of Broadway, state that they are well satisfied with the business being done. "First Consul" and "Maria Garcia" are among the leaders of this concern.

Andrew Carroll, Park & Tilford representative, is confining his efforts to the upper portion of the city at present, increasing the sales of the "Mi Favorita," which is becoming one of the standbys of that section.

Dave Sulkis was a recent visitor to Indianapolis in the interests of the popular "Rose-O-Cuba." Mr. Sulkis, who is visiting the jobbers of this brand throughout the state, is well pleased with the orders being received, not only for present but for holiday shipment as well.

Quite a demand is being experienced by the Zapp & Short Company at their Fourth Street store, Louisville, Ky., on the well-known "Mi Favorita," manufactured by the Mi Favorita Cigar Company, of Key West. The company recently stocked up on this brand in half a dozen sizes.

Fire recently destroyed at Clarksville, Tenn., the tobacco barn of F. G. Davie, containing twenty acres of fine tobacco. The tobacco, which was owned by W. M. Mabry, totaled 20,000 pounds and was estimated to have been worth about $20,000, insurance covering about one-third the value.

G. G. Gheen, manager of the G. G. Gheen Leaf Tobacco Company, Kansas City, Mo., is very well satisfied with present business conditions. Mr. Gheen states that the demand for Havana and Sumatra are only fair, but that expectations certainly have been exceeded, so splendid is the demand for Georgia leaf. Large amounts of this leaf are being bought by Kansas and Nebraska.

Tobacco as Viewed by Sages

One night in 1875 in the great Metropolitan Tabernacle in London, the noted Spurgeon, whose smoking propensities were well known, said: "If anybody can show me in the Bible, the command 'Thou shalt not smoke,' I am ready to keep it; but I haven't found it yet. I find ten commandments, and it's as much as I can do to keep them; and I've no desire to make them eleven or twelve. I am not ashamed of anything whatever that I do, and I don't feel that smoking makes me ashamed."

Prof. Huxley once said: "There is a certain substantial kind of satisfaction in smoking, if kept in moderation; and I must say this for tobacco—that it is a sweetener and equalizer of the temper."

Said Percy B. St. John: "Truly the Indians proved their wisdom by making the pipe the symbol of peace, for what more soothing? What more consolatory? To all men it proves of service, from royalty to the bone-picker."

A learned Japanese treatise, called Ensauki, enumerates some of the excellences discovered in the use of tobacco:

1. It dispels the vapours and increases the energies.
2. It is good to produce at the beginning of a feast.
3. It is a companion in solitude.
4. It affords an excuse for resting now and then from work, as if in order to take breath.
5. It is a storehouse of reflection, and gives time for the fumes of wrath to disperse.

Jose Cosio to Spend Winter in Florida

Among recent visitors to Tampa, Fla., is numbered Jose Cosio, who formerly engaged in the cigar manufacturing business in that city, from whence he left for Chicago a year or two ago to engage in the leaf tobacco business. Mr. Cosio is just recovering from a severe attack of pneumonia and plans to spend the winter in Florida, upon the advice of his physician. During Mr. Cosio's absence from his business, Mrs. Cosio will take charge.

Tobacco Warehouse of J. F. Stoner & Company Destroyed

Fire, of unknown origin, early Saturday morning destroyed the two-storied frame warehouse of J. F. Stoner & Company, on Centre Street, Warwick, Lititz, Pa., together with its contents, which consisted of a number of cases of 1909 and 1911 tobacco. The building, 24 by 50 feet, was valued at $31,000, and contents at $17,000. The fire was discovered by a farmer driving by, he having noticed smoke issuing from the building.

William Duncan, who will be remembered as having been formerly connected with Terry & Duncan, of Philadelphia, Pa., was recently a visitor to Boston, in the interests of San Martin & Leon, Tampa, whom he now represents.

Ode to "San Felice"

Joseph T. Snyder, of Buffalo, N. Y., is nothing if not original, as will be seen by the following lines which were posted on his window in connection with a recent display on "San Felice" cigars, manufactured by Deisel-Wemmer Company, Lima, O.:

Smile and the world smiles with you;
Knock and you go it alone;
For the cheerful grin, will let you in
Where the kicker is never known.

Kick, and there's trouble brewing;
Whistle and life is gay;
Smoke a "San Felice" and your troubles cease,
And the clouds all melt away.

Mrs. Hendrik Duys Passes Away

FOLLOWING a few weeks' illness, Mrs. Hendrik Duys, widow of the late Hendrik Duys, founder of the Sumatra importing firm of H. Duys & Company, 170 Water Street, New York City, died about a fortnight or so ago at her home in The Hague, Holland, whence she had gone upon the death of her husband seven years ago. Her children, Miss Nellie Duys and John H. and Henry M. Duys, members of the firm of H. Duys & Company, survive.

Frederick Mount

Frederick Mount, former manager of the Watertown, N. Y., Tobacco Company, and who was connected for eighteen years with that company, only two years ago leaving the tobacco business to engage with his brother, G. C. Mount, in the mercantile business in Three Mile Bay, N. Y., died suddenly of heart failure in his room in Armory Hotel, Saturday morning, October 17. Deceased left Three Mile Bay two weeks ago last Monday for Philadelphia and Boston, where he witnessed three games in the world's series between Boston and the Philadelphia Athletics. The late Mr. Mount banked considerable money on the chances of Boston to win the championship. En route to his home in Three Mile Bay, Mr. Mount stopped at the Syracuse Hotel. Shortly before ten o'clock Saturday morning a bell boy was sent to his room to call him for breakfast. He found the tobacco manager in a dazed and dying condition. Several doctors were summoned, but before their arrival Mount had died. Deceased leaves his mother, brother and one sister, Mrs. Pearl Phelps, of Chaumont, N. Y.

M. E. Schwartz

M. E. Schwartz, one of the oldest pipe salesmen in the country, died last week in Chicago, at the age of seventy-five years. He was an active salesman for William Demuth & Company, of New York, for more than forty years, representing that firm in the West all of the time. A few years ago he retired and was placed on a pension by the company. However, in spite of his burden of years, he was unwilling to leave the harness, and to the last maintained a downtown office in Chicago and kept up relations with the oldest of his customers. He was a man genial in every sense of the word, but with a keen business sense which made him one of the most successful as well as one of the oldest of the pipe travelers. His funeral was attended by many of his old-time friends, some of whom, now located in various cities, came long distances to be present.

Edmund Halladay

Edmund Halladay, aged sixty-two years, one of the best known tobacco growers in Connecticut, and a former member of Gner General Assembly, died at his home in Suffield, Conn., recently, of a complication of diseases.

The deceased was for seven years president of the New England Tobacco Growers' Association.

Mr. Halladay is survived by a widow and three daughters.

Joseph Hollard

Ill health, accompanied by worry attributed to the death of his wife last January, recently resulted in the death of Joseph Hollard, which occurred at his late residence, 835 South Forty-ninth Street, Philadelphia. Mr. Hollard was the founder of the well-known tobacco firm of Joseph Hollard & Sons, located at 2203 South Street, this city.

Frank L. Roast

Frank L. Roast, a cigar manufacturer of Bloomington, Ill., died recently of apoplexy. He died in less than twelve hours after he was stricken. The deceased was forty-one years old on the day of his death, which was his birthday as well, and for which a celebration had been planned. The deceased is survived by a widow and one daughter. Nine brothers and sisters also survive.

William Voige

After an illness of more than fourteen years, William Voige, one of the best known men in Northern Kentucky and for many years the head of the well-known tobacco firm of Voige & Winters, of Cincinnati, died recently at his home in Fort Thomas.

The deceased was stricken fourteen years ago with paralysis. He was fifty-nine years old at the time of his death. He is survived by a widow and four children.

Marcus Wagner

Marcus Wagner, a retired tobacco merchant and a resident of Manhattan for more than sixty years, died on the twenty-sixth instant at his home, 51 East Ninety-sixth Street. The deceased was born in Germany eighty-five years ago.

Mr. Wagner was a member of many fraternal organizations. He is survived by four daughters and two sons.

Lyman Chester Tilden

Lyman Chester Tilden, for thirty-eight years a tobacco dealer of Brocton, Mass., died on the twenty-fifth instant of a complication of heart and kidney ailments. The deceased was fifty-nine years old.

When a boy, he suffered an illness which left him a cripple, but this infirmity detracted none from his cheerfulness. He was well liked by all those who came in contact with him, and his death brought sorrow to a wide circle of friends.

Tobacco for the British Navy

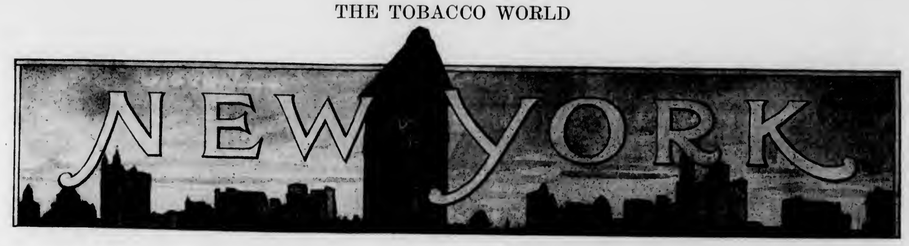
M. Jean de Reszke, the tenor, has given 50,000 cigarettes for the benefit of the wounded of the allied armies and of the British navy "as a memento of his long personal association with England, France and Russia." There was a time when any one sending tobacco to British soldiers would not have been thanked. The Duke of Wellington in 1845 issued this order: "The commander-in-chief has been informed that the practice of smoking has become prevalent among the officers of the army, which is not only in itself a species of intoxication occasioned by the fumes of tobacco, but undoubtedly occasions drinking and tippling by those who acquire the habit, and he entreats the officers commanding regiments to prevent smoking in the messrooms and to discourage the practice among the officers of junior rank in the regiments."

Sam D. Bennett Opens Stand in Tampa

Sam D. Bennett, well known to the smokers of Tampa, Fla., through his several years' connection with Eli Witt, of that city, has opened a cigar stand at 205 Lafayette Street. Mr. Bennett will not only do a retail cigar and cigarette business, but will enter the wholesale arena as well.

Steadily increasing business locally, is reported by the A. H. Hillman Tobacco Company.

A gift of 10,000 cigars was recently sent by the French Colony in Porto Rico to the French soldiers. The colony is now collecting funds for the purpose of supplying 100,000 cigarettes monthly to its soldiers at the front.



E. P. Oakes Joins "Gato" Forces

E. P. OAKES, who was for some years with the Cuba Cigar Company in New York, and who did so much to popularize the "King's Club" brand in Manhattan, and who has been, more recently, sales manager for the "Arabesca" cigarette, has recently joined the sales forces of E. H. Gato and will in future help distribute the famous Key West brand of "1871." It is quite probable that Mr. Oakes will go out to Chicago and take charge of the Gato office in that city, although this has not yet been definitely announced.

A. C. Lemlein, the New York sales manager, and Mr. Oakes made a brief trip to Philadelphia during the past week, and Mr. Oakes also looked over the trade in Atlantic City.

New Firm Opens on Forty-sixth Street

L. Leavitt and H. J. Rothschild, operating under the title of "The Leavitt-Rothschild Company," recently opened for a general business in imported and domestic cigars, at 126 West Forty-sixth Street, New York City. In the imported stock are included such well-known brands as "Partagas," "Upmann," "Romeo y Julieta," etc., while "Irmas" and "Whistler" are the private domestic brands which will be featured. The new company states that the business done thus far has been very pleasing. Mr. Rothschild was formerly connected with the firm of Felbel, Speyer & Company, New York City.

New Location for Interstate Tobacco Company

The Interstate Tobacco Company, dealers and exporters of cuttings, scraps, siftings and dust, formerly located in the Longacre Building, New York, announce to the trade that they are now occupying their new headquarters at 428 East 106th Street, New York City.

"Cosmos" Cigarettes Continue to Make Hit

I. B. Krinsky, manufacturer of the well-known "Fifth Avenue" and "Cosmos" brands of cigarettes, reports that business continues good, despite general complaints to the contrary.

A statement from the office is to the effect that the "Cosmos" brand is making a big hit from coast to coast. This cigarette is said to be taking good hold with the consumer wherever introduced, and the sales force is doing its utmost to make the brand a still bigger success.

"Arabesca" Incorporates

The Arabesca Cigarette Company, located in the Mecca Building, 1600 Broadway, New York City, and manufacturers of the popular "Arabesca" cigarette, recently incorporated with a capital of $250,000. The incorporators given are W. Anagnosti, president; L. O. Wilson and J. P. Morrissey. Reports from this company are to the effect that "Arabesca" sales during the past few months have been steadily increasing, the brand being now distributed by many of the best jobbers.

American Sumatra Company's Crop a Winner

RECENT advices from Julius Lichtenstein, President of the American Sumatra Tobacco Company, New York, who has been inspecting his company's plantations in Georgia and Florida, are to the effect that the present stage of the new crop bears out the favorable comments which were made during the past summer concerning it. It is stated that the excellence of the burn surpasses even the wonderful crops of 1911, 1912 and 1913. Incidental to the sterling promise of this year's crop, it is expected that a rush of customers will mark the arrival of the goods, repeating the 1913 performance when cigar manufacturers were to be found upon each floor of the American Sumatra Tobacco Company's building in Water Street, inspecting the Florida-Georgia samples. At that time sufficient orders were received to keep the entire force busy for the following three months at least.

Foreign Tobacco Expert to Visit Experimental Stations

Mr. T. O. Kada, Tobacco Expert of the Financial Department, Governor General of Chosen, Seoul, Korea, was a recent visitor to the New York market for the purpose of inquiring into the methods of handling tobaccos in the port of New York. Mr. Kada visited the storage warehouses of F. C. Linde, Hamilton & Company, and is now on an investigating tour throughout the country to ascertain the various methods of culture used in the different experimental stations. He is interested in cigar and cigarette leaf tobacco, in addition to the buying and selling of goods upon authorized inspectors' samples.

Cado Company Opens Uptown Offices

During the past fortnight, the Cado Company, whose factory is located at 26 Park Place, have opened up beautiful sales quarters in the Brunswick Building, at Twenty-sixth and Fifth Avenue. In future, the selling end of the business will be conducted at this point, with Robert Appleton in full charge. The new salesrooms are superbly furnished in the finest mahogany and the general results are most attractive.

"Apex" Is a New Cigar

"Apex" is a new brand recently put on the market by S. I. Davis & Company. W. T. Reynolds & Company, in Poughkeepsie, where one of the company's factories is located, handle the brand in that territory.

The cigar is made to retail at a nickel and it is claimed that the tobacco combination is unusual and that it has taken well with smokers.

The John Nicholas Company, of Brooklyn, N. Y., received a charter at Albany on Saturday, October 31, to engage in the tobacco business. The new concern has an authorized capital of $25,000 and the interested parties are P. G. Stewart, W. B. Gardner and John Nicholas. The address is 349 Clinton Street, Brooklyn.

Robert E. Lane, of Partagas fame, is back again in New York, following a successful Western trip.

Detroit

Banner Cigar Company in New Home—John Duys a Recent Visitor Among the Trade—Oppenheimer Cigar Company Out of Chicago

DETROIT, MICH., October 26.

"Let there be light and lots of it. Apply this to your windows. Also en 'light' en your clerks."

FOLLOWING the article in THE TOBACCO WORLD of October 15th, in which the writer emphasized the importance of "proper silence" on the part of clerks, the Woodward Avenue retailer dropped into the Pontchartrain Hotel and said to me: "Yes, that is very true, Al, but the thing that confronts the retailer these days is, 'How are we going to get better clerks'?" Being able to secure proper help is surely a problem, not only with the cigar retailers, but with most every concern. It reminds me of a remark made sometime ago by L. B. McKittrick, of the Melachrino Company, that only about 10 per cent. of the people actually want to work. Mr. McKittrick meant "work" in its fullest sense, and not simply to put in the hours which an employee is paid for. It would seem to me that two things are necessary for the development of a better grade of cigar clerks; one is, the employer must take greater interest in his clerks and must help them to become more proficient; second, employers should put worthy clerks on a profit-sharing basis in addition to paying them a regular salary. In other words, the longer an employee remains, the more valuable he becomes to the employer, and if the profits of the business are increasing, they should be shared with this clerk. If a cigar clerk is assured of a future and feels that the better he knows the business and the longer he stays the more money he is going to receive, he won't want to change his job and will not feel that his opportunities are limited. The trouble today is that owners of stands have a limit for their cigar clerks; when the clerks reach that limit, they would just as soon have them quit and start in a new clerk at the minimum wage again. After all is said and done, it may be that the cigar business does not actually permit of better wages than are being paid today. If so, let's hear from a few retailers with their views on this subject.

The Banner Cigar Company on October 19th started to manufacture cigars in its new factory at Mitchell and Warren Avenues. It is one of the oldest of the cigar manufacturers in Detroit. In 1889, the building at Randolph and Congress Streets, which it occupied until the removal, was erected. The new building is four stories in height, fireproof and equipped with an automatic sprinkler system. It is of brick throughout, and on all sides are windows, making every floor as near daylight as it is possible to get. In the basement is stored the leaf tobacco; the first floor contains the private offices, receiving and stock rooms and dining rooms for the employees; the second floor is given over to the cigarmakers, and the third floor is used for drying and stripping; the packing and shipping departments are on the fourth floor. The company manufactures the "Royal Banner" and "E. B. Banner," both in many sizes. The officers of the Banner Company are Merrill B. Mills, president and treasurer; Card Garrison, vice-president and sales manager; T. E. Gaghan, general manager and assistant treasurer, and C. J. Davison, superintendent.

On October 16th the Detroit Cigar Manufacturers' Club held a meeting to vigorously protest the special taxes to be imposed by the Government. The association authorized Frank M. Meyer, secretary, to send the following telegram to Congressman Frank Doremus, of this district: "We note a proposed amendment to place a graduated tax reaching twelve hundred dollars on cigar manufacturers. Our industry should not be further burdened, as we explained to you in a previous communication, when there is plenty of field hitherto untouched for tax purposes, from which to raise revenue. Your further assistance in defeating this measure will be greatly appreciated."

A. C. Friedman, in the leaf tobacco business in St. Louis, Mo., is planning to locate in Detroit after the first of the year.

Among the leaf tobacco men recently visiting here were Harry Nathan, Billy Levison, Fred Singer, John Duys, Howard Kinney and Jules Marquzee.

Bert Johnson, of the G. & R. McMillan store, has added a new cigar called the "Rotary," named after the Rotary Club, of which he is a member. This brand is made for Bert by Quiros, Villazon y Ca. Bert has also added seven sizes of R. A. Bachia y Ca cigars.

The raffle for the $875 automobile to be given by the Mazer Cigar Company, Detroit, will take place October 31st, at the company's new addition. A smoker will precede the raffle, and everybody will be invited to smoke "Miss Detroit" cigars as a treat from the company.

Jacob Mazer, of the Mazer Cigar Company, was in New York the past week on business.

Sandy Stuart, of the Superior Cigar Company, is on a business trip through the Northwest. John Bunting, secretary of the company, reports that orders are coming in at a rapid rate for "Saturday Evening Post" cigars.

Albert Worch, of the Wayne Cigar Company, returned October 24th from a two-weeks' trip in New York. Mrs. Worch accompanied him. He states that his company will make in the neighborhood of 65,000,000 cigars for the year ending December, 1914. At present the daily output of this factory is 250,000, all of which are shipped to the jobbers in the West. The company plans to build an addition in the spring and to double its output.

Owing to the increase in business, the Detroit quarters of the Harry W. Watson Company have been remodeled and considerably enlarged.

Al Korn, of S. H. Furgatch & Company, arrived Friday, October 16th. That night he gave a theatre party for Bert Johnson, who the same day was celebrating his third anniversary as proprietor of the G. & R. McMillan cigar stand.

Will Charles, of G. S. Nicholas & Company; Joseph Banker, of the Bouquet de Paris Company; Marcelina Perez and his representative, George Stocking, were among others who visited here the latter part of October.

Manager Bergman, of the New Statler Hotel, has taken up his duties, having opened temporary offices in the building. He announces that the hotel will be ready to open between the first and fifteenth of January. Conventions have already been booked for February. The cigar department, as previously reported, will be operated by Rudolph Seidenberg, who has the privileges at the Statler hotels in Buffalo and Cleveland.

The Oppenheimer Cigar Company has withdrawn from Chicago, and will now devote its attention to the seven retail stores in Michigan, in addition to doing a general wholesale business. Harry Oppenheimer, the general manager of the business, besides having his cigar and tobacco interests, is heavily interested in a moving picture theatre and many other enterprises in Saginaw and Bay City.

During the World's Series at Boston and Philadelphia, the results of all games were given by means of a huge scoreboard erected in front of the Oppenheimer store in Battle Creek, located at 3 East Main Street. A special wire

(Continued on Page 28)

PHILADELPHIA.

Manuel Lopez a Recent Visitor

MANUEL LOPEZ, of Manuel Lopez & Company, Havana leaf dealers, at 90 Wall Street, New York, made a quick trip to Philadelphia and Lancaster during the past week. Mr. Lopez stated that the unsettled condition in Cuba had brought into his hands some of the most attractive lots of Havana tobacco at prices which should interest any manufacturer who is looking for strict economy in the production of his goods without slighting their quality. Mr. Lopez, as is well known, was for some years the active head of Calixto Lopez & Company, manufacturers of the "Eden" cigar, but his general training was in the leaf tobacco business, and few are better qualified in the trade to look after the interests of customers.

Leniency for "Cinco" Box-Stuffers

In regard to the Fisher & Ahles case, when same was called for trial on September 24th, before the United States District Court, the defendants plead guilty to the seventeenth count in the indictment, charging them with substituting other goods for "Cincos" in "Cinco" boxes, and were sentenced to pay a fine of $50 and costs of prosecution.

Leniency was extended in this case on account of Mrs. Fisher's connection with it, she being a poor woman with four children.

Robert E. Lane Pays Trade a Visit

"The 'Partagas' Smile," worn by Robert E. Lane, was much in evidence in this city during the past week when the genial representative of the "Partagas" cigar spent several days here calling on the trade.

"Business could be better," said Mr. Lane, "but it is good right now. I am satisfied with the orders that are coming in and I can point to a number of firms in the country who during the year have almost doubled their orders of 1913. Yes, sir; 'Partagas' is some cigar."

Mr. Lane is an optimist, and unless you want to hear about the splendid growth of the "Partagas" cigar in this country, don't start to argue "hard times" with him.

Good sales are reported on "Havana Ribbon" and "Quaker Pure" cigars, by Charles D. Manning, Syracuse, N. Y.

William J. Noonan, Jr., is the latest acquisition to the selling force of Terry & Duncan, the well-known Philadelphia firm. Terry & Duncan are distributors in local territory for the famous products of the Sanchez y Haya Company. Mr. Noonan will include the "S. & H." brands among his specialties.

Philadelphia Notes

Charles Bobrow, of the firm of Bobrow Brothers, is now on a trip through the New England States, and is meeting with splendid success on the popular "Bold" cigar.

C. Mendez, of the firm of C. Mendez & Company, with headquarters in New York City, spent several days in Philadelphia last week. Mr. Mendez was formerly identified with Mendez & Gomez.

Henry Reisenberg is now in St. Louis, working on the "Bold" cigar in conjunction with the William A. Stickney Cigar Company, who recently became jobbers for this brand in a number of territories.

Morris D. Neumann, of the firm of Neumann & Mayer, is back from a trip in the West, where he was successful in securing some nice repeat orders on his "Bella Mundo" and "El Tello" brands.

Victor Lopez, representing J. Klorfeim, makers of the widely known "Garcia Grande" cigars, spent several days in Philadelphia last week, and as a result an increased quantity of these good cigars will be offered to the smokers of Philadelphia.

The Pittsburgh Stogie & Cigar Company, Pittsburgh, Pa., was ably represented in Philadelphia last week by Mr. Brash. Dealers who inspected the product of this aggressive house were convinced that these goods were about the best offered in the local market, and bought accordingly.

L. M. Walters, representing the firm of Bobrow Brothers, on the "Bold" and "Discriminator" brands, has been spending a few days in the city recently for the purpose of putting his home in order preparatory to becoming a resident of Philadelphia. He will shortly leave on a trip through Ohio.

E. Vanderlip, selling agent for the lines of the J. F. Portuondo Cigar Manufacturing Company, 1110 Sansom Street, Philadelphia, with headquarters in the Iroquois Hotel, Buffalo, N. Y., was in Philadelphia during the past week.

Mr. Vanderlip believes that the fall and winter business of the current year will equal if not exceed the past year, and one significant fact is the increase of sales in the better grade of cigars.

Chicago

Retailers See Good Trade Ahead—National Buffet & Restaurant Company Incorporates—"House That Jack Built" in Receiver's Hands—Special Christmas Packings Conspicuous by Absence

CHICAGO, October 26.

WITH the holiday spirit in the air, conditions in the local cigar and tobacco trade are much improved. The retailers have been doing a good business, and have been made content by the many signs which they can see that the retail trade is destined to be as good this fall as usual, if not better.

The jobbers are busy shipping out goods for the holiday trade and are rushing, taking care of the late demands which are now arriving. Most of the big orders have been received, and now the little ones are being picked up by the salesmen. This applies to the various businesses all over the city which handle a line of cigars. Hotel trade has been good. The approach of the time for collecting city saloon licenses has made collections a little bad in this branch of the business, but as this is something which always happens and which is therefore expected by the jobbers, it has caused little comment or complaint. The manfacturers are all busy and there is an absence of labor troubles in the city, which is most encouraging. The small factories as well as the large ones are pretty much rushed. There is a lot of private brand trade this fall, it is said.

Among the leaf men conditions appear to be about the same. Most of the salesmen are out on road trips which will last up until the holidays, although some of them will pass through the city once or twice, perhaps, in covering their territories.

The weather during the past two weeks has been cooler and has made trade in general much better. All of the usual industries of the city are working and not more than the usual number of men are idle.

As the fall season approaches a number of good window displays can be seen throughout the city. Schermerhorn's store, at Adams Street and Fifth Avenue, has a fine display, featuring "La Corona" cigars. The arrangement is simple, but it is executed in such a manner that it at once attracts attention.

W. F. Richard, a member of the leaf firm of John Staun & Company, has returned to this country after a series of hardships in the war zone of Europe. Mr. Richard was caught in the interior of Germany when war was declared, and like many other Americans, did not know that anything was wrong for some time after the trouble had started. He succeeded in getting to London, where after some delay, he was able to catch a boat to this country. Fortunately, Mr. Richard's trip was shortened only two weeks from what he had originally intended. He looks for a good fall, and declares that the small manufacturers of cigars in the Middle West are slated for a period of great prosperity this winter.

Jobbers of cigars in this city were interested to learn this week that the old Union Hotel, which was formerly conducted by the Hermann Weber Company for many years, and which failed a number of months ago, is about to be reopened as a first-class Loop establishment. Samuel Cohn and James M. Lovelette have taken a lease on the premises for fifteen years at a term rent of $90,000. The hotel will have the same excellent cigar stands as formerly, both in the lobby and in the bar. As far as can be learned, the privilege has not been arranged, although it is understood that several prominent Loop dealers are seeking the same. The failure of the Hermann Weber Company was traced to the prejudice of the proprietor against modern cabarets and music with meals. He wrongly believed that his customers did not want such things with their viands. As a result he lost his trade and the failure followed. Many Chicago jobbers of cigars were hit for large amounts by the failure.

A. Strause, the prominent retailer of Peoria, Ill., was in the city on business last week. Mr. Strause was enthusiastic over business conditions in the Southern city. He said the holiday trade promised better than for years.

Earl Say, who was formerly a member of the sales force of the Liggett & Myers Tobacco Company, has resigned his position to become head of the sales force of this city for the Camp Importation Company, of New York. He will have the "Camp" cigarette in this city and surrounding territory.

The retail stores of the E. Hoffman Company have been making a big window display this week of their "Stein Club." Some of the displays have been most attractive and have succeeded in drawing large crowds.

Produce men who frequent the cigar store at the corner of Fifth Avenue and West South Water Street, will be introduced soon to the line of E. Kleiner & Company, New York, which has been taken on by Mr. Joseph to add to his already extensive stock.

The campaign of the J. & B. Moos Company on "Chancellor" cigars continues to make great headway, and many dealers have given window displays. The revival of this excellent brand seems in a fair way to be complete.

W. E. Fischer, head of the leaf tobacco department of Adolph Frankau & Sons, the Sumatra house, was in the city last week. In conversation with the writer Mr. Fischer said that the situation on imported tobaccos was not nearly as serious as was imagined by some members of the trade throughout the country. The company was fortunate in having a good stock of Sumatra on hand when the war was declared, and this fact has been of great help to them in facing the present situation.

Schermerhorn's stand in the Continental and Commercial Bank Building, the largest building of the kind in the world, is now in complete operation. The building is all filled with renters, with the exception of the two top floors. Owing to a hitch with the Building Commissioners, none of the rooms on the two top floors can be rented. The charge is that the building is a number of feet higher than the ordinance of the city allows. It is probable that this difference will be ironed out in the near future, however.

J. B. Grommes, of Grommes & Elston, has returned from a fishing trip in Wisconsin, which has lasted three weeks and which has been almost as successful as the campaign which has been conducted on "Ben Bey" and other popular brands of the company in his absence. Mr. Grommes, following his usual policy, refused to be quoted to any extent on the details of his fishing trip, but said he had a fine time.

The William F. Monroe Cigar Company is making a run on the "Joy" cigar, the great little five-cent seller, which has long been popular with a certain element of the local trade, particularly in the Loop district.

George Parker, president of Thorwart & Roebling, with his family, is taking a vacation in California, thus escaping the wintry blasts of Chicago, which are beginning to make themselves felt around the corners.

Best & Russell Company have opened a new cigar store at Jackson Boulevard and La Salle Street, which is one of the finest of the many which the company has opened from

(Continued on Page 28)

Morris Burke Features "Reynaldo" Cigars

The illustration herewith shows the interior of Morris Burke's cigar store at 108 West Third Street, Los Angeles, Cal., featuring the "Reynaldo" cigar and other brands of Luckett, Luchs & Lipscomb.

Mr. Burke has had phenomenal success with the "Reynaldo" cigar and he states that this display was the means of securing many new customers for the "Reynaldo" brand. Mr. Burke's store is considered to be one of the finest retail stands in Los Angeles, and the manufacturers of "Reynaldo" have been well pleased with the manner in which Mr. Burke has built up a trade on the "Reynaldo," "Copyright," "Piquant" and "Little Reynaldo" brands.

The Mussatti-Boggio Company are the jobbers for "Reynaldo" in Los Angeles and have been unusually successful in opening a large number of accounts.

"Harvester" Brand is Selling Big

An extensive posting campaign will be made in November by the Fay Lewis & Brothers Company, Milwaukee, Wis., on "Harvester" cigars, a twenty-four-sheet poster of attractive appearance being used. As an aid to the campaign, a special holiday window trim is being prepared for distribution among the "Harvester" boosters about the middle of next month. Good reports on the brand have been received from the Winston-Harper-Fisher Company, of Minneapolis, and Clarence Hirshhorn & Company, of Chicago, distributors for the "Harvester" in their respective fields.

Binghamton Firm Send Tobacco to Warring Armies

A large shipment of "B. W." smoking and chewing tobacco, manufactured by Frank A. Bronson, in Binghamton, N. Y., has been started for the front to be distributed among the German, Belgian, English and French soldiers now fighting in Europe.

Mr. Bronson's idea is not to sell, but to give the tobacco free to the soldiers. He believes that this tobacco will bring cheer to the soldiers in the trenches, and that "B. W." will be a welcome reinforcement in both camps.

Made-in-Bond Stamp Output

All told, the sales of made-in-bond stamps, since the law went into effect December 8, 1913, have aggregated about 1,500,000. This, then, is equal to saying that within the last ten months, bonded factories have turned out 1,500,000 boxes of cigars under the new custom. Reports from the various custom houses, place the total amount of sales of bonded stamps, starting with August 1st and up to the present time, at about half a million, an indication that business is increasing in the bonded factories, at least.

As announced, the price of bonded stamps has been reduced, and they may now be had at $1 per thousand. The Department at Washington, however, will make such refunds as are necessary, the first to receive attention probably being those cases where protests accompanied the requisitions for stamps.

Harry A. Levy was in Philadelphia this week looking after the interests of "The Truly Porto Rican House," Calenti & Cobas, 7 Cedar Street, New York City. This firm is rapidly coming to the front as importers of Porto Rican leaf tobacco and cigars.

Pittsburgh

"London Gold Tips" Well Displayed—"Charles Denby" Cigars Enjoy Heavy Call—May Drug Company Doing Well With "Reynaldo" Brand

PITTSBURGH, October 27.

BUSINESS in Pittsburgh has not shown much of an improvement the last two weeks. However, most of the dealers are looking for a big holiday rush.

G. L. Storm, of the Tobacco Products Company, New York, paid a visit to Pittsburgh last week.

Somebody has surely been working London "Gold Tip" cigarettes, as many window displays are prominent in and about Pittsburgh. Somebody has said that R. A. Burke, of the Surbrug Company, has been working overtime, as this cigarette is making big progress in this locality.

Sam Klafter, of New Castle, Pa., reports business conditions fair with a tendency to increase.

R. F. Fennemore, representing the El Poderso Cigar Company, was in Pittsburgh with Charles Wilson, representing G. E. Bacharach, of Franklin, Pa., calling on the trade.

George W. Wilson, the popular McKeesport dealer, has just returned from a two-weeks' rest at the Royal Palace, Atlantic City.

L. A. Nimino will open on the first of November the finest cigar stand that McKeesport has ever enjoyed. It will be located in the Peoples Bank Building, Fifth Avenue and Walnut Street. Mr. Nimino is a graduate of the University of Michigan. He is well and popularly known at McKeesport, where he has a host of friends. He will feature "Cuesta Rey," "La Saramita," "Charles Denby" and "New Bachelor" cigars.

J. MacJones, of Washington, Pa., just placed his holiday order for "Saramita," "Denby" and "Cuesta Rey" cigars. Mac is becoming mighty popular with the W. & J. students.

D. S. Levy, who has opened the Court Cigar Store, in the Bakewell Building, is enjoying a nice sale on "Cuesta Reys" and "Saramita Fives."

C. H. Gerling, the popular jobber and retailer, of Martinsburg, W. Va., is enjoying a nice business on "Charles Denbys." Mr. Gerling and Mr. Sharples, of the Shipley-Massingham Company, have just finished some nice business in Martinsburg. V. T. Wolford & Son, of Cumberland, Md., have just opened the finest billiard hall and cigar store in this section of Maryland. "Cuesta Rey" and "Charles Denby" cigars are featured. Mr. Wolford is also jobbing "Denbys" in Cumberland.

Koermer & Hite, of Clarksburg, W. Va., have undoubtedly the finest billiard hall and cigar store in the state. The room is 140 feet long and 40 feet wide. "Cuesta Rey," "Court Royal" and "Charles Denby" cigars are being featured.

T. C. Helms, the old-timer, of Steubenville, O., is enjoying a big "Cuesta Rey" business.

A. S. Walker & Brother, of Cumberland, Md., have just installed a new marble and plate glass cigar case. This case was furnished by the Shipley-Massingham Company. They enjoy a nice business on "Saramitas."

The Hof Brau stand in the Diamond has a big run on "Saramitas."

J. M. Cook, Sons & Company, of Meyersdale, Pa., have just taken on the distribution of "La Saramita" cigars.

The W. & S. Cigar Company, of Cumberland, Md., are enjoying a big sale on "Cuesta Rey."

At the dinner tendered Frank L. Mulholland, International President of the Rotary Clubs, at the Fort Pitt Hotel, "Cuesta Rey" cigars were on the table.

Leo Spuhler has an attractive "Cuesta Rey" window.

The Antler Hotel is having a nice sale on "Charles Denby."

Sam Cohen, of Washington, Pa., was in town for a few days looking up his old friends and visiting some of the cigar jobbers. Mr. Cohen has the distribution in Washington, Greene and the country districts of Allegheny County on "Sam's Big Havanas," "John Ruskin," "El Verso" and "La Preferencia" cigars. He has an auto truck to deliver his orders. Mr. Cohen has been in the same location for fifteen years.

The Seventh Avenue Hotel is featuring "Penco" tobacco this week. This tobacco has the union label and is showing a nice increase in this locality.

"Muriel" is one of the most thoroughly distributed ten-cent cigars in Pittsburgh today, and from all indications is catching on fast. Siller-Narten-Barnes Company are distributors for this brand.

J. J. Collins, representing W. Duke, Sons & Company, is in town for a few days on his way West. He found a healthy increase on "Piedmont" and "Oasis" cigarettes in this district.

Reymer Brothers are featuring humidors in their window this week.

The May Drug Company report very satisfactory business on "Reynaldo" cigars. Mr. W. Arnheim, of the Arnheim-Herz Company, who are distributors for this brand, has shown some nice business on this brand.

Doc Easton, of the Falk Tobacco Company, has been in town for a few days in the interest of the Falk line. He is taking holiday orders on "Serene" and "Tarreyton" tobaccos.

Mr. Lasher, of A. Reuben & Company, calling on the downtown trade, will shortly go with the Siller-Narten-Barnes Company, in the same capacity. Mr. Lasher is well liked by the downtown trade.

The Afco Cigar Company have taken on the "Fifth Avenue" cigarette, made by the I. B. Krinsky Company, Brooklyn, N. Y.

W. W. Jacobs, representing Stephano Brothers, of Philadelphia, Pa., was in town for two weeks. While in town, Mr. Jacobs had some very nice window displays on "Rameses" cigarettes in the downtown section.

We are sorry to hear that Charles Vigor, representing Liggett & Myers Tobacco Company on this market, had to go to the West Penn Hospital, and perhaps be operated on for a serious ailment.

Reymer Brothers have a very nice window display of "Solace" cigars. They are also featuring "Stachelberg's Smokers" this week.

The following visitors were in town: B. F. Alexander, Fernandez Garcia Company, Havana; C. H. Heath, El Draco Cigar Company, Philadelphia; J. F. Nuntz, La Intridad Cigars, New York; A. Jacques, Simon Batt & Company, New York; S. M. Frank, Pipes, New York; H. Goldsmith, Pipes; New York; Victor Lopez, Garcia Grande, Tampa; H. Mills, Belinda Cigars, New York; C. A. Kutz, Reading, Pa.; B. J. Straus, Perfecto Garcia & Brother, Tampa; M. A. Jacobs, Porto Rico Cigars, New York.

A. J. F.

Union-American Cigar Company Declares Dividend

The Union-American Cigar Company has declared its regular quarterly dividend of one and three-quarters per cent. (1¾%) on full shares of preferred stock of the company, to stockholders of record November 1st, payable November 15th.

Good Call for Pipes, Says Mr. Rothenberg

Alexander Rothenberg, manager of the Rothenberg & Schloss Cigar Company, Kansas City, Mo., states that there is a larger demand than ordinarily for pipes, which is probably accounted for by the fact that dealers are fearful of a shortage and a consequent raise in price. He reports that his company is well supplied with pipes and will be able to meet the demand for some time to come, at the old prices. Mr. Rothenberg says that business is very good in all lines.

Trade Jotings

H. E. Chamberlin succeeds to the business of Thompson & Son, at Palouse, Wash.

I. G. Crowe, of the American Tobacco Company, recently visited Lancaster, Pa., territory for the purpose of pushing the cigarettes manufactured by his company.

The Solis Cigar Company, Denver, Pa., is again working with a complete force. The company report that they have had a very good year thus far, and that it is their intention to break previous records, if possible.

Good business is reported on "Flor de Valentine," seed and Havana cigar, "Broadwell" and "Rosadora" brands, by A. S. Valentine & Son, Philadelphia. They report that their factories are running to capacities on these brands.

Peter M. Jacoy, Spokane, Wash., is reported as having risen rapidly in the jobbing ranks, and as doing a splendid wholesale business. His place is located at 402 Sprague Avenue.

The M. Melachrino Company, of Canada, recently declared a 5 per cent. quarterly dividend, which now places it on a 20 per cent. basis. It is stated that all of the stock is owned by the Tobacco Products Company.

A recent visitor to New York City for an inspection of its leaf market, was the well-known John O'Brien, manager of the Monroe Leaf Tobacco Company, located at No. 1 Mt. Hope Avenue, Rochester, N. Y.

A good business is reported at Nashville, Tenn., by the Matthews-Phillips Company, wholesale distributor in that territory of the "Charles Denby," manufactured by H. Fendrich, Evansville, Ind.

W. Anagnosti, president of the Arabesca Cigarette Company, Incorporated, who has been soliciting the more important New York dealers during the past fortnight, in the interests of the "Arabesca" cigarette, reports that he is pleased with the repeat orders which he has obtained from some of the better class stores.

As the result of a fall from the roof of his residence to the brick sidewalk, recently, at Paris, Ky., serious injuries were sustained by John T. Collins, president of the Bourbon County Tobacco Warehouse Company, and a director of the Burley Tobacco Society. Mr. Collins is a large grower of tobacco.

Frank Rowland, Lopez, Hermanos y Ca., manufacturers of the favorite "Reyes de Espana," was a recent visitor to Boston, Mass., where he spent a few days calling on the trade. In spite of the hard times said to be existing in the West, Mr. Rowland stated that he obtained a fair business response in that territory.

The "International Rotary Cigar," a high-grade Havana, and endorsed by the National Rotary Clubs of America, and sold exclusively to Rotarian cigar merchants throughout the United States, came in for good work at the hands of Frank A. Rian, on his recent visit to Portland, Ore. Mr. Rian, who represents Quiros, Villazon & Company, Tampa, placed the line with Sig. Sichel & Company, Portland, Mr. Sichel being a Rotary cigar member.

Benson & Hedges New Packing Wins on Coast

Harry F. Adams, Western representative of Benson & Hedges cigarettes, who arrived in Portland over a fortnight or so ago, offered to the local trade a new package which is having quite a sale in the California cities. It consists of the regular No. 1 cigarette packed in cedar boxes containing fifty and one hundred of the little smokes. November 1st, Mr. Adams moves on to Seattle, Tacoma and Spokane, for the purpose of introducing his cedar packages. He plans to arrive in Los Angeles about the Christmas holidays.

New Wholesale Firm

The Van Antwerp Wholesale Drug Company, Mobile, Ala., has filed incorporation papers. They will engage in a general wholesale business. The new concern, which is already occupying the new four-story building at southeast St. Louis and Royal Streets, has an authorized capital stock of $100,000, of which $50,000 is paid in. The incorporators and officers are: Andrew Van Antwerp, president; S. H. Colvin, vice-president; J. C. Van Antwerp, secretary and treasurer; Garrett Van Antwerp, Daniel Van Antwerp.

"Picadura Imports" Sell Well in Seattle

"Picadura Imports," jobbed by the J. G. Cohen Cigar Company, Seattle, Wash., and recently introduced in that territory by Louis Cohn, of L. Newburger Brothers & Company, Cincinnati, O., are meeting with much success. During the past month a very vigorous advertising campaign has been waged on the brand, seconded by attractive window displays, which have done much for the popularity of "Picadura Imports."

Muskogee Manufacturer Increases Output

P. F. Zipf, a cigar manufacturer of Muskogee, Okla., recently completed a deal whereby the Mid-West Fruit Company will take 10,000 of Zipf's "Hand-Made" five-cent cigars a week. The company will put this cigar out with their traveling men and expect to build up a good trade on this brand in Oklahoma and Arkansas.

Mr. Zipf states that should business continue good he will be compelled to enlarge his factory in order to keep up with orders. In addition to the "Hand-Made" brand, the factory produces "Cigaro Del Contento," a ten-cent Havana cigar, and "Oklahoma Punch," which sells for a nickel.

"Charles Denby" Business Growing

According to a recent statement of John Fendrich, owner of the Fendrich cigar factories, business is showing no falling off in their sales. On the contrary, the "Charles Denby" cigar, their well-known nickel seller, is rapidly growing in favor. According to Mr. Fendrich, the business is 15 to 20 per cent. better than last year this time.

Liggett & Myers Get New Cigarette

It has been announced from New York that the Liggett & Myers Tobacco Company, of 212 Fifth Avenue, has secured the factory and selling rights of Vafiadis & Company, Turkish manufacturers of "Vafiadis" cigarettes. This brand has for several years been numbered among the best known and leading cigarettes imported into this country. This high-grade twenty-five cent cigarette is now being made and introduced by the Liggett & Myers Tobacco Company. The goods come in ten's, plain or cork-tipped, wholesaling at $18.00, and in turn are retailed at twenty-five cents per pack. With the concentrated selling and advertising resources which this well-known company is putting behind the new brand, the "Vafiadis" cigarettes are bound to become more popular than they formerly were.

CHICAGO

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time to time in this city. The establishment will handle all of the popular lines of the company, being located in a district which is filled with grain brokers and attorneys, the high-grade lines will be the most featured, however.

William Levinson, of the firm of J. Bernheim & Son, is visiting friends in the local trade this week. Mr. Levinson said that the Middle West conditions in Havana leaf were to his satisfaction.

Commercial travelers are still hot in protest against the increase in mileage rates which has been made by the railroads. Little headway is being made, unfortunately.

The National Buffet & Restaurant Company has incorporated in Chicago for $1000 to transact a business in liquor, beers, wines, cigars and tobaccos. The incorporators are Maurice Gevirtz, Barron V. Baskin and E. V. Bradley. It is understood that the company will select a good location not far from the Loop district and will handle a fine line of imported cigars. Mr. Gevirtz and Mr. Baskin have had some experience in the cigar business.

The cigar stands of the Loop district, some of them, are now featuring Wall's "Court Havanas." This is the first appearance of these cigars in any force in the city. They are being distributed by O. Schrader & Company.

The National Dairy Show has attracted thousands of rural visitors to the city during the past week, and several jobbers' salesmen said that retailers in the neighborhood of the Union Stockyards had been doing a big business. Five-cent brands are in biggest demand by this trade, owing to the sway which the nickel favorites hold in the rural districts.

"The House That Jack Built" has gone into the hands of a receiver. This is the large and elaborate road house that was erected at an enormous cost on the north side several months ago. The public did not patronize the place to the extent that it was expected, and the failure came about as a result of small receipts.

The Consumers' Cigar Company opened for business on Saturady, October 17th, at 228 East Fifty-first Street. The plan is for consumers to buy cigars direct from the manufacturer at "wholesale" prices. The company makes up special orders in any shape or size desired. L. Strauss is proprietor and B. Strauss manager.

Leopold & Mergenthau will leave their location in the Medinah Building, where they have been for some time, in a few weeks. The new location has not been selected, although several are being considered.

Inquiries among the manufacturers establish the fact that there will be fewer holiday packages this year than usual. It has about been decided by the manufacturers that special packages for the holiday trade alone do not pay, and the chances are that fewer will be seen on the market this year even than last year. The manufacturers are coming to believe that the holiday period offers a good opportunity to make their regular brands popular throughout at least half of the year. By putting the same money and effort into advertising these regular brands it is believed that much better results can be secured.

Holiday orders are beginning to pour into the office of E. E. Condax & Company, 222 North State, as the season for the big trade approaches. The demand for all varieties of the famous "Condax" cigarettes is stronger this fall than for a long time. The local demand is particularly brisk, and the cigar stand trade is heavy.

G. W. W.

DETROIT

(Continued from Page 22)

was installed in the store and each play was announced a minute after it was made. The following letter was received a few days ago from Jay G. Moorehouse, manager of the Battle Creek store: "A week before the series we started a guessing contest. To the person guessing nearest to the total number of runs, hits and errors made by both teams during the entire series, we offered to give ten dollars in trade; second prize, five dollars in trade; third prize, three dollars in trade, and fourth prize, two dollars in trade. We distributed thirty-five hundred guessing slips, and out of that number we had twenty-nine hundred and eight guesses deposited at our store. This contest created a vast interest." The Battle Creek store carries a large line of clear Havana cigars, including "Herman Cortez," "La Venga," "La Verdad," "Corina," "La Mega," "Webster," "Ben Bey," "Henry the Fourth," "Charles the Great," "Optimo," "Juan De Fuca," "Bull Dog," "Baron De Kalb," "First Consul," "Garcia Brothers," "Tadema," "La Matilda," "Sanchez y Haya," "Regensburgs," "El Principe De Gales" and "Lopez Espira." Also a full line of domestic and Porto Rican brands. Pretty good line for a small town, eh?

Sam Cohen, who conducts a cigar store at 148 Brush Street, Detroit, was beaten and robbed in his place of business, on October 9th, of $252 in cash and a $500 diamond ring.

An announcement of great interest has been made by The San Etta Cigar Company, 801 Hastings Street, Detroit, controlled by Charles F. and Moses A. LaFond. This company is preparing to conduct a big mail order business, selling twenty-five "San Etta" cigars, packed in a cedar-lined, moisture-proof, metal container, for one dollar, parcel post prepaid. An extensive magazine campaign of advertising will be started about the first of December. The company recently increased its capital stock from $30,000 to $60,000, and is now offering this extra stock for sale at par value.

Jay Marlatt has opened the new Arcade cigar store in the Powers Theatre Building Arcade, Grand Rapids, Mich.

Traveling men for cigar concerns are now endeavoring to place their lines with the new Detroit Athletic Club, which is erecting a million dollar club house on John R. and Madison Streets, and which will be ready in January. Charles A. Hughes is secretary of the club. It will be one of the most exclusive athletic clubs in the country.

H. A. Bercu has been appointed division manager for the American Tobacco Company, succeeding A. J. Racow in Michigan. Mr. Bercu was formerly in the cigarette department, with headquarters at Indianapolis. L. A. Metzger and W. H. Canfield have joined the sales force under Mr. Bercu.

Manuel Boutette succeeds Frank Smith as manager of the Hammond Building cigar stand of the M. A. LaFond Company.

The G. J. Johnson Cigar Company, of Grand Rapids, reports that in six months from April 4th, over 200,000 "Dutch Master" seconds have been sold.

Gaylord Drake, at Kendall and Roseneath Streets, Battle Creek, has added a cigar department to his barber shop.

Edward Clauser and William Caugherty, of Benton Harbor, Mich., have formed a copartnership and purchased the stock of the De Luxe branch of the Columbian United Cigar Store, and will continue the business under the same style.

AL U. THORNBURG.

RETAIL KINKLES

Catchy Schemes Used Successfully By Thinking Men To Improve, Enlarge and Popularize Their Business . . .

A Thanksgiving Premium

Cigar and tobacco dealers who are anxious for something more than the usual increased business that is incident to Thanksgiving Day, might follow the example set by the New England dealer, where this feast originated, and offer a carving set for the return of a given number of sales checks, coupons or cash register receipts.

The dealer whom we have in mind, was the first dealer in the cigar trade to make this timely bid for business, and the percentage of new business was beyond his greatest expectation, and a very fair number of the new customers developed into regular patrons, and have been good boosters for that particular smoke shop.

* * *

Cigar Dealer Gives Boudoir Caps

There is one tobacconist that can attribute a certain measure of his success to the giving of boudoir caps. This dealer had gone to considerable expense installing humidors, moistening devices and display cases, that would keep the cigar as nearly perfect as might be, but the residents of the newly built section where the store was located were slow to call and see what admirable arrangements had been made for the care of their favorite brands.

The wife of the dealer spent some weeks in the spring at a nearby summer resort recuperating from an attack of fever that had necessitated the clipping of her hair, and upon her return, she took the air on the porch with the cap worn at the shore.

There was an immediate inquiry from all over the neighborhood, and her husband was quick enough to seize upon the plan of offering a cap when a purchase of one dollar was made.

There was not a great deal of profit from this transaction, it is true, but when the men realized what an up-to-the-minute store was situated at their very doors, and the same prices prevailed as in the downtown sections, they were not long in giving their full support for its maintenance.

* * *

School Bags for Coupons

While it is true that an appeal directed to the women members of the smoker's family will bring splendid results, it must also be borne in mind, that a publicity campaign that will benefit the boys and girls of a neighborhood will produce satisfactory results.

One cigar and tobacco dealer in Indiana has advertised that school bags for boys and girls will be given for cash register slips totaling a certain amount.

This offering is timely, for weather conditions warrant the wearing of gloves, and school books are less easily handled when the hands are encased in gloves or mittens, and a receptacle that will properly hold the usual school paraphernalia, and in many instances the lunch, is bound to secure well merited success.

Griddle Irons for Cash Payments

Coincident with the appearance of the buckwheat advertisements are the scrapple and sausage ads, and one cigar and tobacco dealer whose place of business is in the colder portion of the Keystone State, conceived the idea of giving a premium of a cast iron aluminum griddle with the return of a given number of sales slips.

Many of his customers were wage earners who were paid but twice a month, it being the habit to settle all bills when the regular pay days came around, so as an inducement for paying cash for goods purchased on one certain pay day, the added offer of a griddle was made.

To those customers who would sometimes pay but a part of their accrued debts, these offers acted as a stimulus for full payment, for the offer was void unless the entire balance was wiped out.

* * *

Women's Articles Win Trade

The advent of November is not too soon to plan for the annual holiday trade, and many dealers have become aware of the fact that articles for the individual use of the feminine members of the smoker's family have proven good business getters.

Most of these articles are redeemable for the return of coupons or other evidences that goods to the value of a given amount has been purchased in the dealer's store.

In many cases, too, the appeal for business, and the advertising matter has been so addressed as to reach the women, and permit them to offer the suggestion that these articles may be had without extra cost without touching the funds for household expenses.

* * *

Vacuum Cleaner Tobacconist's Offer

Men who have studied premium giving, are unanimous in their opinion that the store which follows this plan should see to it that their premiums are not in any case goods that are sold over their own counters, as this would mean a reduction and loss in the profit to be obtained from the sale of such articles.

This is comparatively easy to cigar and tobacco dealers, though many have pipes that are used for this method. The dealer who conceived the idea of starting an early campaign for the benefit of the housewives of his vicinity, by offering carpet sweepers for the return of a given number of coupons which must be shown to represent purchases from her immediate family, was following this advice to a nicety.

An order for a vacuum cleaner can also be secured upon the presentation of a given number of coupons, this dealer's idea being to secure continued patronage from as many of the smokers in his locality as possible.

* * *

A druggist in Massachusetts who handles large quantities of cigars and cigarettes, recently gave an electric flash light with the purchase of cigars to the value of $1.50.

San Francisco

Prohibition Agitation Causes Anxiety in Trade—Mattheas & Company Distributing "Savaronas"—Steamer "Mongolia" Brings in Manila Goods

SAN FRANCISCO, October 20.

WITH election day now only a few days off, the wholesale trade is awaiting the issue with a lot of interest, not to say anxiety; and the wholesale houses that are accustomed to do a large business with the saloon trade in California or elsewhere on the Coast are holding in their efforts until after the election is over. Throughout the Coast, in the four states of Washington, Oregon, California and Arizona, the question of state-wide prohibition is up for decision; and some wholesalers are inclined to think that prohibition will carry in some of the states at least, though hopes are general that California itself will escape. Already the prohibition agitation has had a bad effect on credits in the interior, and should the "drys" win it will mean a considerable readjustment in a number of sections.

The completion of the California Northwestern Railroad to Eureka, on the northern California coast, will eliminate the Humboldt County trip as a unique feature of the California cigar trade. Humboldt County has long been a fine cigar market, and its isolated position necessitating a steamboat trip has given added interest. The first passenger train over the completed line will be run this week. It has been chartered by the Humboldt County Association, and the passengers will be limited to two hundred and fifty. Among these will be Emil Judell, of H. L. Judell & Company, wholesale cigar men of this city. Mr. Judell has made the trip by steamer many times, and proposes to celebrate the more convenient mode of travel by presenting every member of the excursion with a package of "Webster" cigars. While away, Mr. Judell will call on his trade at Eureka and other points in the Humboldt country.

The arrival of the trans-Pacific steamer "Mongolia" this week from Manila, brought some relief to the San Francisco importers of Manila cigars, who had begun to run decidedly short of their favorite lines. There were considerable stocks of Manila goods in the hands of the importers when the war broke out, and it was generally believed that an actual shortage would be avoided in spite of the interference with shipping. Now, however, the shortage appears to be fast becoming an actuality.

J. F. Nolting, former Collector of Internal Revenue at Manila, P. I., who is well known in the cigar trade and who has been on the Pacific Coast for some time, will return to the Islands on the "Mongolia" in a few days.

Carlson & Lewis have bought out the cigar and tobacco business of Wise & Woodward at San Francisco.

W. I. Wooten, of Modesto, Cal., has been in San Francisco this week visiting the trade and getting pointers on the fall outlook and the best way of cigar merchandising.

F. C. Duncan, a cigar dealer of Livermore, Cal., is spending a few days in San Francisco this week.

H. H. Manley, Pacific Coast representative of the American Cigar Company, is now in Portland on one of his regular tours of the Pacific Northwest. He will go as far north as Seattle, Wash., before returning to his San Francisco headquarters.

Arthur Meyer, Pacific Coast representative of Bustillo Brothers & Diaz, is now working his trade in Central California, and expects to get away for the northern end of the Coast soon after the first of November. He prefers to wait till after the election decides the prohibition question before making this northern trip.

Edward Wolf, president of the Edward Wolf Company, California and Front Street jobbers, is now getting about on crutches, but has not yet made his appearance at the store. He hopes to get into business more or less next week.

The H. W. Foster cigar business at Los Angeles has been sold to E. O. Thomas of the same city.

C. Maxwell, a retailer of Front and Market Streets, is showing a handsome window display this week of the "Tadema" cigars, which are distributed in this territory by the Edward Wolf Company. Mr. Maxwell is having a good run on the "La Insular" Manila cigarettes.

Henry Esberg, vice-president of the United Cigar Manufacturers' Company, of New York, is in San Francisco this week visiting with M. A. Gunst & Company, of which he is also a director.

Arthur Bachman, president of S. Bachman & Company, and Mrs. Bachman, have arrived in America from their adventurous and rudely interrupted trip to Europe. They will return to San Francisco early in November if nothing happens.

The Bercovich Company, which earlier in the month took a lease on the small store at the foot of Market Street, at one of the highest rentals ever paid here for a similar piece of property, has now secured a lease on what will be its fourth Market Street location. The latest store is on Market Street near First, in front of the Plymouth Cafateria. Considerable alteration of the premises will be necessitated, and it will be several weeks before the new store is open.

R. V. Morrison, traveling man for the Cayey-Caguas Tobacco Company, of Porto Rico, has been visiting this week with Charles Mattheas & Company, the local distributors of the Cayey-Caguas "Savarona" line of cigars.

M. A. Gunst & Company got in a fine big shipment of their "Alhambra" line of Manila cigars on the last steamer, most of which have already been shipped out to waiting customers. This house is putting in some attractive "Alhambra" window displays this week.

C. C. Grantland has the exclusive cigar privileges of the Second Annual Industrial Fair in the Coliseum this week. Mr. Grantland is confining his attention exclusively to the "Webster" cigar of Y. Pendas & Alvarez, which is distributed in this territory by H. L. Judell & Company.

ALLEN.

"Life," New Panatela-Shaped Cigar

"Life" is the new cigar recently put on the market by Patterson Brothers Tobacco Company, Richmond, Va., and is packed seven in a slide box, retailing for fifteen cents the package.

"Life" is a panatela-shaped cigar and is said to be a short, mild, delicious smoke, and it is these qualities that have been responsible for the instantaneous success of this brand.

The factory advises that it is heavily oversold, but that they are increasing their capacity to care for the growing business, as fast as possible.

Larus Brothers Salesman Weds

William C. Custer, who represents Larus Brothers & Company, tobacco manufacturers, of Richmond, Va., was recently married to Miss Florence Cline, at the home of the bride's brother in Allouez, Mich.

Mr. Custer has headquarters in Minneapolis, but has been traveling the upper peninsula for several years. Mr. and Mrs. Custer will make their home in Minneapolis.

Cleveland

Carnival Week in "Heart of Cleveland"—A. C. Wertheim Back With Big Orders—Pyle & Allen Have Attractive Displays

CLEVELAND, O., October 28.

THIS is Carnival Week in the so-called "Heart of Cleveland," centering around East Fifty-fifth Street and extending from Forty-sixth to Sixty-sixth on Euclid and from Perkins to Carnegie Avenues on the north and south, respectively. This carnival started on the twenty-sixth and will extend through to the thirty-first. Among the merchants interested in this project are Ed I. Polster, with two cigar stores, located one at Euclid and East Fifty-fifth Street, and the other at 5507 Euclid Avenue; Stace & Vincent, 5720 Euclid Avenue; Mr. Winger, of the Winger Pharmacy, located at Fifty-fifth and Euclid; Sam Cohn, located at Fifty-ninth and Euclid, and M. Friedman, at Sixty-fifth and Euclid. This celebration is the result of this section of the city being again opened up for business after being tied up through grade crossing work and street repaving since 1911, and having done thousands of dollars worth of damage to all merchants in this section. The windows are being displayed with all kinds of merchandise, and for the best window there are cash prizes offered. All the above-mentioned merchants have beautiful windows of cigars and sundries and are out for the first prize, as are also The Shields-Wertheim Company, with several wonderful displays of "La Saramitas" and "Saramita Fives" throughout the section.

Business the past few weeks has been nothing to brag about. The only thing you hear around this vicinity is the wet and dry issue which comes up at the election on November 3d. This not alone affects the saloon interests, but involves practically all the interests throughout the city, and is having a great effect on the cigar dealers.

The liquor licenses were issued on the twenty-seventh, and all that were fortunate enough to have previously secured licenses were again awarded licenses with the exception of eight. There will be thirty-six new licenses awarded, due to the increase in population. These names have not as yet been announced.

Chief Rowe has again become active on the state law prohibiting the giving away of pennants, rugs, coupons, premiums or trade certificates with cigarettes. All the dealers have again been warned against violating this law and Chief Rowe states that if any further violation occurs, dealers giving away these premiums will be arrested and fined. The police force has become active and many plain clothes men are scouring the city to locate any violators of the law. This is pretty hard on the wholesale firms here, as in other sections of the state coupons are being given and if they are to be taken out here, merchants will secure their cigarettes from outside dealers, and, therefore, hamper Cleveland's interests.

The week of the nineteenth, Pyle & Allen surprised local dealers by having a most attractive display of homespun cigars in their Hippodrome stand. They had the window displayed with home-spuns and in the center was a Quaker girl running a spinning wheel and dressed in a Quaker garment. This display caused no end of comment and attracted large crowds daily. This week they are displaying "Bull Durham" tobacco and have a man sitting in the window demonstrating how to roll cigarettes. The above-mentioned firm are enjoying a nice business both in the wholesale and retail ends of their business. They are up to the minute in every respect and are showing the merchants of Cleveland a novel way of selling goods both in the retail and wholesale end, as they have a mechanical man traveling with their Mr. Johnson, state representative for the house, advertising the "New Bachelor" cigar, made by Victor Thorsch. Victor Thorsch is here the past week and expresses himself as well satisfied with business conditions throughout this territory.

Stace & Vincent are doing a nice jobbing business on their "Stavinas" and "Percy Haswells," and Burn One Vincent, as the trade calls Mr. Vincent, is sure of burning them up on the above-mentioned brands and also on "Sonadas."

A. C. Wertheim, of the Shields-Wertheim Company, has just returned from a short trip in Michigan and brought back an astounding lot of orders for "La Saramitas" and "Saramita Fives." J. B. Shields and Bert Smith, of the Shields-Wertheim Company, are making a campaign throughout the Central States, and by the size of the orders they are sending in daily shows the conditions throughout this section of the country must be normal.

Fred Singer, of S. Rossins & Son, was in town the past week.

Sam Cohn has opened up his new bowling alleys at Fifty-seventh and Euclid and has the finest equipped establishment outside of the downtown district. Mr. Cohn is wide awake and is fast winning a big trade for his new store.

George B. Scrambling, of the George B. Scrambling Company, of 1422 West Third Street, reports business as being good, and that he has already started on his holiday orders, and the way they are coming in looks as though he will surpass his previous high mark of last year by a big margin.

I. J. Mittelberger, local cigar man, has just returned from a trip through the West.

Morris Treuhoft, formerly connected with the London Whiff Cigar Company, is now manufacturing the "Moses Cleveland" cigar.

JERRY.

Lecture Course for Retail Clerks

An announcement that should be of decided interest to the trade was made within the past fortnight, to the effect that a number of Brooklyn retailers have banded together for the purpose of providing a lecture course that will prove of great value to retail clerks and store owners. The retailers who have allied themselves with the movement are Nicholas Ehrlich, Herman Friedlander, L. J. Levin, Harry Greenberg and Charles Freund. It is the intention of the committee to hold one lecture each week for twenty weeks, each lecture to consume one hour, the time to be devoted to topics of particular interest to the tobacco trade. They will embrace, also, the technical details relative to storekeeping, to include buying as well as selling. Plans are now being arranged for the lectures, and it is understood that the lecturers in most instances will be men affiliated with the larger tobacco companies. This list will probably include, also, certain of the managers of the United, Schulte and Edwin chains. The subscription to the entire course is placed at $5.

Henry Deisel, Sr., Heads Lima Club

Henry Deisel, Sr., president of the Deisel-Wemmer Cigar Company, manufacturers of the well-known "San Felice" and other brands, has recently been elected president of the Lima Club, of Lima, O.

Rosenfeld, Smith & Company, Portland, Ore., are the new Oregon jobbers of the well-known "New Bachelor" cigar, manufactured by T. J. Dunn & Company.

The Cuban Market

From Our Exclusive Bureau

Havana, Cuba.

HAVANA, October 23.

LITTLE change has taken place in our market since the last fortnight, as the total amount of sales is only a little below the previous two weeks, and the bulk consisted again of the lower grades of leaf in Remedios and Vuelta Abajo, destined for the Spanish Regie and our local cigarette factories. American buyers from the North seem to be still scared to come here, although we cannot understand the reason why they should hesitate from making their accustomed trips to our city. Prices are certainly low enough, and there is a good selection of all the different kinds to choose from, while later on the chances are decidedly more in favor of higher figures, at least for all styles of the better vegas. With any kind of only a fair demand, the buyers themselves will advance the ruling figures at present, as the available quantity of real good leaf is not abundant, the medium and poor grades predominating in all sections.

As far as the coming crop is concerned, we can state that there has been a continuous emigration from the Vuelta Abajo to the eastern provinces of our island, where the sugar crop offers sufficient work and good wages to all comers, therefore it is but natural that the vegueros should flee from a poverty stricken section, where starvation stares in their faces, and flock to the land of milk and honey. The Governor of the province of Havana, in accordance with the ideas of the Secretary of Agriculture, has advised all the vegueros of the Partido districts not to plant tobacco this year, but to devote their fields to the raising of vegetables and fruits, which might find a paying market abroad; or, if not, they can surely count upon our home demand. Half of the Partido crop is still in the hands of the vegueros or storekeepers, which had advanced money upon it, and there are no buyers at almost any price, as the leaf is faulty more or less. The good part has been sold to a large extent. There are even bundles of leaf which may be fit for nothing else than manure. The Remedios crop is also to a large extent still in the hands of the vegueros, or country packers, and as there is a certain percentage of faulty leaf, the good, heavy bodied part will not be sold at too low a figure. The farmers that sold their crops early to our city packers at fair prices might be induced to raise another crop, while the majority that has not yet disposed of its holdings is discouraged, and will not plant this season, therefore Remedios may be also only a small crop in 1915.

Sales during the past fortnight totaled 12,765 bales, which were divided among: Vuelta Abajo and Semi-Vuelta, 5106; Partido, 1604, and Remedios, 6055 bales.

Buyers were: Americans, 5098; exporters to Europe, 4091; shippers to South America, 425, and our local manufacturers of cigars and cigarettes, 3151 bales.

Exports of leaf tobacco from the port of Havana, from October 5th to October 17th, totaled 9035 bales, which were distributed to the following countries, viz.: To all ports of the United States, 4771; to Spain, 3621; to London, England, 2; to Gibraltar, 40; to Mexico, 50, and to Buenos Aires and Montevideo, 551 bales.

Receipts of Leaf Tobacco From the Country.

For the two weeks ending October 15.			Since January 1.
Vuelta Abajo	9,533 bales		169,037 bales
Semi-Vuelta	2,855 "		31,310 "
Partido	743 "		12,550 "
Remedios	11,515 "		137,661 "
Oriente	2 "		1,422 "
Total	24,648	" Total	351,980 "

Buyers of Leaf Tobacco That Come and Go.

Arrivals—From New York: Joseph Frankfort, of Calero & Company; Max Schwarz, of Max Schwarz; Bernhard Lichtenstein, of Lichtenstein Brothers; José Negreira, of José Negreira; Morris Rosenberg, of Morris Rosenberg & Company, and Maximilian Stern, of Maximilian Stern, and who is also the general manager of Henry Clay and Bock & Company.

From Tampa: P. San Martin, of P. San Martin & Company.

From Key West: John Wardlow, president of the Ruy Lopez Company.

Returned—William Armbrecht, of Wiliam Armbrecht; Friederich Horn, buyer for Reinhard Baedecker, of Bremen; Manolo Rodriguez, of Rodriguez, Menendez & Company, and Francisco Arango, from Spain.

Departures—To New York: Joseph Frankfort, Bernhard Lichtenstein and José Negreira.

To Chicago: E. Shutang, Manuel and Florencio Vega and Sabino Puente.

To Tampa: Celestino Vega and P. San Martin.

Cigars.

So far there has been no change in our cigar industry, although as long as the holiday orders last for the United States and Canada, most of our factories are fairly busy, and after they are filled, it remains to be seen whether something may turn up in the meantime to keep them busy, or whether they will have to close down again, as they did in the month of August. There are some small orders from Great Britain, some of the South American Republics, and Australia, while Spain continues to receive our dark colored cigars, and while everything helps, and small favors are thankfully received, they are, however, unfortunately not uniformly distributed.

(*Continued on page 33*)

The Cuban Market

(*Continued from Page 32*)

H. Upmann & Company have been working comparatively strong, and during the past fortnight they shipped forty-seven cases, containing 282,850 cigars, cleared for Denmark. Some people imagined that this shipment meant the opening up of a new market, but we ascertained that in reality these cigars had been previously ordered (before the outbreak of the war) by a German importer, who did a large trade with the Scandinavian countries, and in order to fill this demand they were consigned to his Copenhagen agent, to be distributed by him.

The Henry Clay and Bock & Company, Limited, shipped about a million cigars to London, which had been made in July already, and which orders were canceled at the outbreak of the war, but the cigars had been placed in the refrigerating plant of the customhouse, to prevent them from becoming worm-eaten, and as soon as the London importers gave the order to forward the cigars, they were taken out of bond and shipped to England.

Romeo y Julieta is working steadily with the same forces as heretofore, having enough good orders to be filled yet, naturally taking into consideration the decreased demand all over the world, on account of the war.

Partagas is also standing in the front rank of our busy factories, having good orders for the United States, Canada, South America and Australia.

Sol, Castañeda, Flor del Fumar, and other factories are working fairly well.

A short time ago, the Union of Manufacturers of Cigars and Cigarettes of the Island of Cuba, issued its Manual for the fiscal year 1913-1914, and which is replete in its one hundred and forty-two pages of interesting details. This association has completed twenty-seven years of its existence, and has always defended the interests of the cigar and cigarette industry, with more or less varied success, as, unfortunately, our different governments have not always listened to the demands to benefit the second largest source of our national wealth. President Teodore Garbade reviewed in seventy-seven pages the history of the past year, which, unfortunately, owing to the failure of the present government to comply with its promises, has not resulted in the establishment of a new reciprocity treaty between the United States and Cuba (being so badly needed), nor has the modus vivendi with Spain been concerted. There are many voluminous matters, handled in a masterful way, by the board of directors, which, however, may have less interest for American readers, so we omit speaking about them. The treasurer's report shows a balance on hand of about $10,000 in currency and Spanish gold upon June 30, 1914, which is a very fair showing, but unfortunately since the outbreak of the great war, the income of the association has diminished to such an extent that it does not cover the regular monthly expenses, so the outlook is rather pessimistic for the balance of the year. In the Appendix forty-six pages are devoted to the various expositions and messages exchanged between the union, the President of the Republic and the Secretary of Agriculture, Commerce and Labor, as well as the President of the Republic of Panama. The last six pages contain valuable statistics of the production of the crop of tobacco in the Island of Cuba, for the last thirteen years, exports and interior consumption, with the weights and values in dollars. This valuable work has been furnished by Don Ramon La Villa, editor of "El Tabaco." Don Teodore Garbade was re-elected as president during the running year; Don Ramon Argüelles was elected as the first vice-president; Don Nicolas de Cardenas, as second vice-president for cigars, and Don Florentin Mantilla was re-elected as second vice-president for cigarettes, while the capable and hard-working Don José C. Beltrons continued as the secretary of the union.

Leaf Tobacco.

Sobrinos de A. Gonzalez really deserves the thanks of our leaf dealers, as through their continuous buying for the Spanish Regie, they are supporting the market at least for the lower grades, their purchases during the fortnight reaching a trifle over 4000 bales.

Joseph Frankfort bought about his usual yearly supply for the production of his famous "Rio Vista" cigars, from the genuine old-style tobacco, which he is in the habit of selecting. We understood his purchases reached close on to 500 bales of Vuelta Abajo.

Herrera, Calmet & Company were sellers of 1423 bales of Remedios leaf, from their fine escogidas, during the past fortnight.

Celestino Vega purchased 890 bales of Vuelta Abajo and Partido leaf for his "La Venga" brand, which is steadily gaining in popularity.

José C. Puente & Company were sellers of 650 bales of Vuelta Abajo, Partido and Remedios leaf to their customers during the past two weeks.

Walter Sutter & Company bought around 700 bales of leaf of various kinds, for account of their customers.

I. Kaffenburgh & Sons sold 250 bales of Remedios, of the low grades, to their clients during the last two weeks.

Leslie Pantin, we understand, has made some heavy purchases of leaf for account of his customers in the North, which shall amount to over 2000 bales when registered and received in his warehouse, and upon which work he is now very busily engaged.

H. H. Strater has been a seller of 250 bales of his fine Manicaragua packing during the past fortnight.

Shippers of leaf tobacco from the port of Havana, above 200 bales, during the last two weeks were:

Sobrinos de A. Gonzalez	5,201 bales
Maximilian Stern	1,005 "
Leslie Pantin	865 "
Ernest Ellinger & Company	512 "
Virgilio Suarez	472 "
J. Bernheim & Son	225 "
Allones, Limited	220 "

CRETANIV.

Consider Union for Machine Cigarmakers

Members of the Cigarmakers' International Union are said to be considering an amendment to their constitution that will make possible the organization of the machine cigarmakers of the country.

It is stated that such an amendment will affect about 80,000 cigarmakers in the United States and Canada.

The amendment provides for the admittance of girls into the union at a reduced rate, and the abolishment of the sick and out-of-work dues now paid by male members. Men now pay dues of thirty cents a week, which entitles them to sick and out-of-work benefits, strike benefits, traveling loans and a death benefit of $500.

The amendment provides for the admission of girls at the rate of fifteen cents a week and provides for the payment of strike benefits, a reduced traveling loan and a $75 death benefit, only.

Key West

No Change in Trade Conditions Here—E. H. Gato Factory Feels Holiday Impetus

KEY WEST, FLA., October 26.

THERE has been no change for the better in the trade situation here since last report. While additions to force has been made at a few shops, at others a large reduction has taken place, something unusual at this period of the year, when all the factories are working at full strength.

M. F. McLeod, representing the American Tobacco Company, was in town recently booming the business of his house.

One of the liveliest of local cigar manufacturing firms is the Ruy Lopez Company. They are daily adding to their force on the cigarmaking floor and are carrying a large force in other departments. Mr. and Mrs. John Wardlow are back from a visit to Cuba. During Mr. Wardlow's stay in the Cuban capital he put in his time in the selection and purchase of tobacco for the use of his house.

The plan to raise $35,000 for a Florida State Building at the Panama-Pacific International Exposition, which is scheduled to be held at San Francisco, Cal., in 1915, has fallen through. The commissioners who were appointed by the governor to visit every section of the state for the purpose of raising the amount needed, last week made their report in which they stated that owing to the European war and various other causes, that they had found it utterly impossible to awaken sufficient enthusiasm in the people. Therefore Florida will have no building at the show, but there will be exhibits from the state, nevertheless.

At a called meeting of the Cigar Manufacturers' Association, held on the morning of the thirteenth instant, for the purpose of going over the plan of a couple of newspaper men for advertising and increasing the demand for the Key West cigars in sections of the country which are now fully covered, nothing definite was done. Another meeting will be called later on, when the matter will be gone into further.

Vice-president Eduardo H. Gato, Jr., and Secretary Thomas H. Gato, of the E. H. Gato Cigar Company, got back last week from Havana, where they went to take part in the birthday celebration of E. H. Gato, Sr. Frank H. Gato is expected to reach town this week from Cuba. He will be accompanied by his family and they will make a long stay. At the factory the trade status is excellent, and a large force is being carried in both main building and annex. They also have a large force of strippers enrolled and large shipments are being made, especially to the Pacific Coast, to S. Bachman & Company.

Olive-drab uniforms will be worn by all men of the passenger service of the Florida East Coast Railway System in the future. This is an idea of General Manager Morton Riddle, as he considers it a most serviceable uniform for this climate.

Jose Torano, of Jose Torano & Son, is back from a short business trip to Miami, Fla. He reports a successful trip.

President A. W. Arnold, of the Mi Favorita Cigar Company, left last week for Havana, where he will put in several days in the selection and purchase of leaf which will be used in the make-up of the house's famous "Mi Favorita" brand.

The Key West Cigar Factory closes down for a day on Thursday as a mark of respect to the memory of Judge L. W. Bethel, father-in-law of E. M. Phillips, president of the company, who was interred here that afternoon, having passed away on Wednesday evening. Mr. Bethel was one of our most prominent citizens and at the time of his death was judge of the Circuit Court of this district.

The Collector of Customs at this port received orders last week from headquarters reducing the price for bonded stamps from $10 per thousand to $1 per thousand. This was gratifying news to managers of bonded factories, who always considered that the charge of $10 per thousand was exceedingly excessive. It is also understood that the department will rebate the manufacturer for all stamps purchased in the past. This will be quite a neat little sum.

At the factory of the Cortez Cigar Company a large force is being carried in both main building and annex.

Tobacco Statement.

Importations of Havana leaf tobacco in bond for week ending October 24, 1914, 254 bales
Withdrawals, 393 "

INGLACITA.

Cigar Shipments for Two Weeks Ending October 24th, Via Mallory Steamship Line to New York, Mobile, Galveston and the East and West Coasts of Florida.

	Cases.
S. Bachman & Co., San Francisco	35
S. Bachman & Co., Los Angeles	2
Valloft & Dreux, New Orleans, La.	5
Fred Harvey, Kansas City, Mo.	14
M. A. Gunst & Co., San Francisco	3
Sam Freund & Co., Waco, Tex.	2
A. B. Greenwald Cigar Co., Los Angeles, Cal.	2
C. N. Rhode, Galveston, Tex.	2
Patterson & Hoffman, Oklahoma City, Okla.	2
Columbia Drug Co., Savannah, Ga.	3
Moore & Jones, Nashville, Tenn.	3
Cortez Cigar Co., Savannah, Ga.	27
Moss & Lowenhaupt, St. Louis, Mo.	2
Rothenberg & Schloss Co., Denver	3
Lewiston Merc. Co., Lewiston, Ida.	4
Gore & Stehemeyer, Charleston	2
Hemenway & Moser Co., Salt Lake City, Utah	7
U. Koen & Co., New Orleans, La.	5
T. Wright Cigar Co., St. Louis, Mo.	2
Wm. A. Henderson & Co., Washington, D. C.	3
Gus Le Bolt, Springfield, Ohio	3
W. H. Harris Groc. Co., Richmond	2
Oberholtz & Poinsett, Kansas City	5
J. C. McAllie, Mobile, Ala.	2
Tollerton & Warfield, Sioux City	3
E. A. Ramisez, New York, N. Y.	2
Tinkham Bros., Jamestown, N. Y.	2
Mannypenny-Hammond Co., Columbus, Ohio	2
C. A. Whelan & Co., Auburn, N. Y.	2
E. H. Kase Cig. Co., Washington	2
Washington Tob. Co., Washington	2
Cliff-Weil Cig. Co., Richmond, Va.	36
Reymer & Bros., Pittsburgh, Pa.	3
W. J. Gilmore Drug Co., Pittsburgh,	4
Dusel, Goodloe & Co., Philadelphia.	21
Duncan & Moorehead, Philadelphia.	6
Jacob Langsdorf's Sons, Philadelphia,	4
Godfrey S. Mahn, New York City	7
A. Breitung, Chicago, Ill.	4
Chapin & Gore, Chicago, Ill.	3
F. A. Davis & Sons, Baltimore	5
Neudecker Tob. Co., Baltimore	5
M. Perez Co., New York City	2
Ruy Lopez Ca., New York City	2
United Cig. Stores Co., New York	2
Martinez-Havana Co., New York	2
E. H. Gato Cig. Co., New York	4
Lowden & Co., New York City	4
Acker, Merrall & Condit, New York,	5
National Cig. Stands Co., New York,	6
Godfrey S. Malm, New York City	7
Park & Tilford, New York City	11
Geo. W. Nichols & Co., New York	18
J. R. Whipple, Boston, Mass.	2
C. H. Grashoff, Rochester, N. Y.	2
Reymer & Bros., Pittsburgh, Pa.	2
Stark & Hawkins, Toledo, Ohio	2
Cliff-Weil Cig. Co., Richmond, Va.	4
Godfrey S. Mahn, Philadelphia, Pa.	6
Dusel, Goodloe & Co., Philadelphia.	6
Joseph Way, Philadelphia, Pa.	3
Coates Coleman, Philadelphia, Pa.	2
H. N. Goldsmith & Co., Philadelphia,	2
Chas. Brice, Columbus, Ohio	2
Mannypenny-Hammond Co., Columbus, Ohio	2
E. Carr, Albany, N. Y.	2
Park & Tilford, New York City	13
Geo. W. Nichols & Co., New York	11
E. H. Gato Cigar Co., New York	10
Lowden & Co., New York City	5
Martinez-Havana Co., New York	5
A. Schulte, New York City	3
Ruy Lopez Ca., New York City	3
A. B. Greenwald Cig. Co., Los Angeles, Cal.	5
S. Bachman & Co., San Francisco	36
S. Bachman & Co., Los Angeles	3
Sam Freund & Co., Waco, Tex.	2
S. D. Winn Cig. Co., Montgomery	2
Southern Drug Co., Mobile, Ala.	2
N. G. Patterson Cigar Co., Birmingham, Ala.	3
Fred Barman & Bro., Los Angeles	7
Glaser Bros., San Francisco, Cal.	3
Cortez Cigar Co., Savannah, Ga.	15
Oberholtz & Poinsett Cigar Co., Kansas City, Mo.	6
Missoula Merc. Co., Missoula	4
J. Aronson, Seattle, Wash.	2
M. A. Gunst & Co., Seattle, Wash.	2
Moore & Jones, Nashville, Tenn.	3
Wm. A. Henderson Co., Washington,	3
Kalispell Merc. Co., Kalispell	2
R. L. Millsaps, Hot Springs, Ark.	2
Hart Cigar Co., Portland, Ore.	9
Central Cigar Co., Memphis, Tenn.	8
J. & B. Moos Co., Cincinnati, Ohio	18
J. & B. Moos Co., Louisville, Ky.	3
Niles & Moser Cigar Co., Kansas City, Mo.	4
A. B. Small Co., Macon, Ga.	2

Red Lion Firm Reduces Wages

C. N. Foreman & Company, listed among the larger cigar manufacturers of Red Lion, Pa., recently announced a reduction in wages among the bunch-breakers and rollers, the decrease for the latter averaging from six cents to fifteen cents per day, and twenty cents to thirty-five cents for the bunch-breakers. The reduction is one cent on the hundred. Bunch-breakers will hereafter receive eight cents instead of nine cents per hundred. General hard times and the dullness prevailing in the cigar manufacturing business, is given as the reason for the decrease. C. N. Foreman & Company employ about seventy-five cigarmakers, with an output of 75,000 cigars per day.

TOO LATE TO CLASSIFY

MILLER, DUBRUL & PETERS, $100 cleaner for dry cuttings; will sell for $50. Never used; brand new. Randall-Landfield Company, 112 E. South Water Street, Chicago, Ill.

WANTED—A copy of Carnorton's Brand Directory—published by J. W. Carnorton in 1899. Any one possessing such a volume, notify Harry W. Watson Company, Flint, Mich.

"Camp" Cigarettes a Pittsburgh Hit

"Camp" cigarettes, manufactured by the Camp Importation Company, of New York, have recently made a successful invasion of Pittsburgh and captured many of the smokers of high-grade cigarettes.

Riker-Hegeman Company and a number of other stores have had handsome displays on this brand.

The arrangement shown herewith appeared in one of the windows of Dwyer's Cafe, Collins and Penn Streets, East End, Pittsburgh, Pa.

Tampa

Business Good and Manufacturers Optimistic—Board of Trade Protests Against Foreign Mail Order Business —Charles J. Castillo Back From Successful Trip

TAMPA, October 28.

THERE is no stretching the truth in stating that business among the cigar manufacturers here in Tampa is good. Of course, the receipts for 1914 have not equalled those for 1913, but considering the general depression prevailing, the manufacturers are very optimistic. Though the cigars thus far manufactured are behind, in numbers, those of the previous year, the increase in trade during the past fortnight encourages the manufacturers to believe that the total of cigars manufactured for 1914 will, at least, average the same as in 1913. Another encouraging indication, is that the Jose Escalente factory recently reported 529 men at work, while reports from the factories of Sanchez y Haya, Cuesta, Rey & Company, A. Santaella & Company, S. I. Davis & Company, and others, are to the effect that they are employing as many or more men than they were in 1913. From the Santaella factory, the statement has been issued that thus far, this year, the business done has overlapped that of last year. Surely! good news.

The Jose Lovera Company, manufacturers of the well-known "Lovera" cigar, have placed on the market their beautiful "The Lovera Girl," a pastel, which is being given in exchange for bands from "Lovera" cigars. It is well worth framing.

E. J. Stachelberg, vice-president and general manager of the Sanchez y Haya Company, is back again from his recent trip to Chicago and Atlanta.

George L. Harris, Jr., for the past several years Florida state manager for the P. Lorillard Tobacco Company, and one of the best known traveling men in Florida, has returned to his home in Montgomery for a long vacation. Mr. Harris has been in ill health for two or three months and is taking a rest upon his physician's advice.

Frank Diaz, of V. Guerra, Diaz & Company, manufacturers of the well-liked "La Mega," is back in Tampa, having recently returned from a trip to New York City, where he found quite a satisfactory condition of affairs relative to the sales of "La Megas."

Salvador Rodriguez, head of the "Charles the Great" factory, has returned to Tampa after spending his summer in New York and other points in the North.

Tampa cigars have invaded the United Kingdom. Testimony to this effect is given by A. Ramirez, of A. Ramirez & Company, who received recently from Scotland an order for the well-known "Jules Verne" brand.

We embody herewith a copy of resolutions passed by the Board of Trade, protesting against the proposed bill in Congress which would permit foreign cigar manufacturers to do a mail order business in the United States by allowing them to forward through the mails, cigars in lots of less than 500. The resolutions are as follows:

"Whereas, H. R. Bill No. 18,893, introduced by Mr. Garner, and referred to the Committee on Ways and Means, will, if passed, enable foreign manufacturers of cigars to conduct a mail order business in the United States, which will materially injure the trade of American manufacturers, therefore

"Be It Resolved, by the Board of Governors of the Tampa Board of Trade, in regular meeting assembled, that our representatives in Congress be, and they are hereby requested to oppose said bill."

Manuel Sanchez, of Berriman Brothers, reports very good business at the factory, stating that "Jose Vila" cigars are being shipped all over the country.

Charles J. Castillo, sales manager for the Liborio Cigar Company, has returned to Tampa, following his trip in the East, Middle West and South, and is well pleased with his trip, considering that he was introducing a new brand, and the fact that conditions throughout the country are not as good as they might be. The Liborio Company's "Dime for a Nickel," which this company recently introduced, is being featured as a ten-cent value for a nickel, as the name implies.

PERFECTO.

One of the largest cigarette manufacturers in the country recently gave a war map of Europe for the return of one coupon taken from a package of their higher priced cigarettes.

Letters to the Editor

Keeping Up Its Reputation

THE TOBACCO WORLD,
236 Chestnut Street,
Philadelphia, Pa.:

Gentlemen,—I feel that I ought to write you that you may know that THE TOBACCO WORLD is keeping up the reputation that it has had for a long time.

The results that I have gotten through my little ad. warrant me to write the above.

Wishing you continued success,

M. ADLER.

CHICAGO, ILL.

This Firm Can Supply Flag Blankets

GREELEY, COL.

Editor THE TOBACCO WORLD:

Dear Sir,—Kindly inform me where I may obtain the name and address of manufacturer of felt blankets, now being given free with the various brands of cigarettes, and oblige.

Yours very truly,

D. E. GRAY.

Rudolph Bros., S. E. Cor. Fifth and Commerce Streets, Philadelphia, Pa.

Factory Addresses Supplied

NEW YORK, N. Y.

Editor THE TOBACCO WORLD:

Dear Sir,—Kindly inform us the name of the firm manufacturing cigars under Factory No. 1260, Ninth District of Pennsylvania, and greatly oblige.

Yours very truly,

JOSEPHSON BROS.

Answer—Harry M. Rider, Craley, Pa.

STATION A, DALLAS, TEX.

Editor THE TOBACCO WORLD:

Kindly inform me relative to name and address of manufacturer listed under Factory No. 266, Ninth District of Pennsylvania, and oblige.

Yours very truly,

GEORGE M. FREELAND.

Bayuk Bros. & Co., South Bethlehem, Pa.

CHICAGO, ILL.

Editor THE TOBACCO WORLD:

Dear Sir,—Kindly inform me concerning the name and address of manufacturer listed under Factory No. 440, Ninth District of Pennsylvania, and oblige.

Yours very truly,

MONROE ADLER.

Answer—Adam Baker, Windsor, Pa.

ALGOMA, WIS.

Editor THE TOBACCO WORLD:

Dear Sir,—Please inform me relative to the name and address of manufacturers listed under Factory No. 1514, Ninth District of Pennsylvania, and oblige.

Yours very truly,

KUEHLMANN BROS.

Answer—Wolf Bros. & Co., Red Lion, Pa.

"World" Has the Goods as a Trade Paper

WELLSBURG, W. VA.,

Editor, THE TOBACCO WORLD,
Philadelphia, Pa.

Dear Sir,—Pardon us for not having remitted earlier for our subscription for THE TOBACCO WORLD.

We think "you've got the goods," when it comes to a trade paper.

Wishing for THE TOBACCO WORLD a prosperous 1914, we are

Very truly yours,
THE WELLSBURG STOGIE CO.,
W. T. MCCREARY, Sec'y and Treas.

Names of Factories Wanted

POUGHKEEPSIE, N. Y.,

Editor, THE TOBACCO WORLD:

Dear Sir,—Please inform us as to the names and addresses of the manufacturers listed under "Factories 1226 and 906, Ninth District of Pennsylvania," and oblige,

Yours very truly,

KUSTAS & CHAMBERAS.

Answer:—Factory No. 1226, Ninth District of Pennsylvania, Samuel F. Kreidel, Spy, Pa.; Factory No. 906, Ninth District of Pennsylvania, Federal Cigar Company, Logan, Pa.

Leaf Tobacco Notes

PENNSYLVANIA

LANCASTER, PA.

The recent rain was very timely for the Lancaster County tobacco crop, now curing in the shed. While the tobacco cut early, the Havana seed in particular, which started under favorable weather conditions, looks well, the late-cut crops are curing green. There is time yet for improvement, though much goods dried out rather than cured properly. The packers in considerable number have been riding the county, picking out the best crops, with a view to buying when buying begins, though this will start very late this season.

The packers complain that the growers, almost to a man, refuse to set any price on their crops, and the growers, in turn, say the packers decline to make them any offer. Therefore there has been no buying, though there are packers who would be willing to contract now, even before stripping time, with growers known to be careful strippers, the delivery to be made in February. The question of prices is agitating buyer and seller, but for the present this is held in abeyance. Market conditions at selling time can alone determine this point.

CONNECTICUT

SUFFIELD, CONN.

After waiting for nearly two months, tobacco growers were a few days ago rewarded with a "damp" which was one of the best in years, on account of the fog which has prevailed each morning since the rain. The growers of picked or primed tobacco are now able to take down some of the crop daily. Nearly all of the picked or primed tobacco grown in the town has been taken down and placed in the bundle, ready for the dealers.

Very little of the stalk tobacco was taken down during the damp, the buyers preferring to have the growers let the tobacco hang and wait for another damp in order that the colors may become set and materially add to the value of the crop. From present indications nearly all of the warehouses in town will be in full operation this year and give employment to many.

Venezuelan Excise Tax on Cigarettes

A Venezuelan decree of June 3, 1914, imposes an excise tax of 0.75 centimo (0.145 cent) each on cigarettes of cut tobacco manufactured in Venezuela, which is to be refunded in the event of their exportation. A similar tax, amounting to 5 bolivars per gross kilo (43.8 cents per pound), is levied on imported cigarettes, in addition to the import duty of 10 bolivars per gross kilo ($1.37 per pound, including surtax).

American Tobacco Company Go Higher in Fifth Avenue

Desiring greater concentration than that which was afforded by the arrangement of its offices on the lower floors of the Constable Building, 111 Fifth Avenue, New York City, the American Tobacco Company is now in the process of moving its effects to the ninth, tenth, eleventh and twelfth floors of the same building. In the new location, architects have laid out the space provided, to the best advantage for the housing of the company's executive, sales and clerical offices. Also, the vast office force employed by the company will be enabled to work more advantageously from the standpoint of additional light and ventilating conditions. November 1st will probably see the completion of the work.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 236 Chestnut Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

REGISTRATIONS.

MIUSA:—30,455. For cigars. October 2, 1914. Luckett, Luchs & Lipscomb, Philadelphia, Pa.

LOPEZ GRANDE:—30,477. For cigars and tobacco. October 13, 1914. Levi-Kaften Co., Inc., New York, N. Y.

SAN TEX:—30,478. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 13, 1914. Pasbach-Voice Litho. Co., New York, N. Y.

NOBLES OF E-DAD:—30,479. For cigars. October 13, 1914. D. N. Carpenter, Miami, Fla.

AMIGO LOPEZ:—30,480. For cigars and tobacco October 13, 1914. Levi-Fatten Co., Inc., New York, N. Y.

UAM-VAR:—30,481. For cigars, cigarettes and tobacco. October 15, 1914. F. M. Howell & Co., Elmira, N. Y.

323:—30,482. For cigars, cigarettes and tobacco. October 15, 1914. Jacob G. Shirk & Son, Lancaster, Pa.

PITTSBURGH 24 HOUR STOGIES:—30,483. For cigars, cheroots and stogies. October 15, 1914. Union American Cigar Co., Pittsburgh, Pa.

ALLAN D:—30,484. For cigars. October 15, 1914. Peter Dornbos, Grand Haven, Mich.

BOPOHA:—30,485. For smoking tobacco. October 15, 1914. J. D. Cohen, Philadelphia, Pa.

GARCIA FAMA:—30,486. For cigars, cigarettes and tobacco. October 15, 1914. Tunis Bros., New York, N. Y.

DOUBLE HAVANA:—30,487. For stogies. October 15, 1914. C. K. Lee, Morristown, O.

DUNNIE:—30,488. For cigars, cigarettes, cheroots and tobacco. October 19, 1914. Bernard Schwartz, Detroit, Mich.

TAMPA MIDGETS:—30,489. For cigars, cigarettes and tobacco. October 19, 1914. Cabrera-Haimer Cigar Co., Tampa, Fla.

ELMAS:—30,490. For cigarettes. October 20, 1914. J. Goodman, New York, N. Y.

IVAN III:—30,491. For cigarettes. October 20, 1914. LeRoy & Dawson, Philadelphia, Pa.

PILOT—THE CIGAR AHEAD:—30,492. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 21, 1914. H. M. Raab Cigar Co., Dallastown, Pa.

OUR DIPLOMATS:—30,493. For cigars and stogies. October 21, 1914. W. Young & Son, Pittsburgh, Pa.

GARCIA NOBLE:—30,494. For cigars, cigarettes and tobacco. October 21, 1914. Kaufman, Worms & Co., New York, N. Y.

LEISURE SMOKES:—30,495. For cigars. October 21, 1914. W. Young & Son, Pittsburgh, Pa.

RANDOLPH-MACON:—30,496. For cigars. October 23, 1914. The Fehsenfeld Cigar Co., Baltimore, Md.

TREY O'HEARTS:—30,497. For cigars, cigarettes, snuff and smoking tobacco. October 23, 1914. Joseph D. Cohen, Philadelphia, Pa.

ΠЬSIDE DOMN 30,498. For cigars. October 23, 1914. Central Cigar Box Co., St. Louis, Mo.

MAMMOTH GUN:—30,499. For cigars. October 24, 1914. Gus Neuwahl, Altoona, Pa.

CORRECTION.

ALLAN D. GRANT:—30,473. For cigars. Published in the October 15th issue as having been registered "Alban D. Grant." Should have read "Allan D. Grant."

CANCELLATION.

SINGLE BINDER:—30,436. For cigars, cigarettes and tobacco. Registered September 24, 1914, by F. M. Howell & Co., Elmira, N. Y. Cancelled October 23, 1914.

ODDS AND ENDS IN RETAILDOM

Ray & Lee have formally opened a new cigar store in the Howe Building, Fifth Avenue and Second Street, Clinton, Ia.

Dave Emanuel has severed his connection with the Dayton Street Railway Company and will open a new cigar stand in the foyer of the Schwind Building, Dayton, O.

R. H. McCarthy has purchased a half-interest in the Princess cigar store, in Ames, Ia. The store is open for business.

Art Simpson and Doc Quinn have completed plans for the opening of a cigar store at 31 East Main Street, Battle Creek, Mich.

J. J. Baker has purchased the "Pastime" cigar store, at the corner of Seventh and Willamette Streets, Eugene, Ore., from P. J. Baker, and has taken immediate possession.

D. T. Johnson, district manager for the R. J. Reynolds Tobacco Company, of Winston-Salem, N. C., was a recent visitor in Fargo, N. D.

Tobacco-growing Experiments With Turkish Seed

American consular officers in Turkey recently procured seeds of various kinds of tobacco grown there, and forwarded them to the Philippines and to California for experimental planting.

A Typewriter Free With One Thousand Cigars

One of the most attractive and liberal offers ever made to the tobacco trade is being introduced by H. L. Haines & Company, of Red Lion, Pa., who advertise on another page in THE TOBACCO WORLD that they will give one typewriter free with the purchase of a thousand cigars.

This deal includes either a Remington No. 6 or No. 7, or a No. 2 Smith Premier. Everything in connection with the deal is guaranteed.

A special proposition is open to jobbers, who will find this deal especially useful.

The typewriters are guaranteed, as is everything in connection with the deal. H. L. Haines & Company have carried on this proposition for some time with splendid success and have made good with their customers in every respect.

This deal should prove especially attractive to the dealer who is without a typewriter. He is thus enabled to carry on his correspondence and do his billing with the least amount of effort, and at the same time in a most satisfactory manner. The typewriter becomes indispensable after the dealer once becomes the possessor of it.

H. L. Haines & Company are taking this method of introducing a good line of cigars of their own manufacture to the trade, and although it may seem an expensive proposition, they feel that the merit of the cigars will establish a trade that will make this deal worth while.

W. J. Trick, a cigar manufacturer of Pontiac, Mich., has leased a store at 22 South Saginaw Street and will install there a cigar store and pool room. C. M. Button will be the traveling representative of the factory in Michigan.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

"OLD DRURY" IS A SELF SELLING CIGARETTE
Willie Collier says, "Every puff a plug." Cork or plain. Write for territory. Old Drury Cigarette Co., 143 West Fortieth Street, New York City.

MONROE ADLER,
CIGAR BROKER,
186 N. La Salle St., Chicago, Ill.
6-17-he

LANCASTER STOGIE COMPANY,
MANUFACTURERS OF HIGH GRADE STOGIES,
120 Water St., Lancaster, Pa.

HIGHEST GRADE OF WHEELING STOGIES—That will please the most exacting smoker, are made by C. A. Kase, Seventh and Main Streets, Wheeling, W. Va.; Factory 33; Established 1895.

Wanted.

CASH PAID FOR CUTTINGS, SCRAPS & siftings.
Write to H. Adler & M. Meyerson, 332 E. 48th, New York

WANTED—Unlimited quantities of "Seed Cuttings" and "Siftings." Get our new quotations for cash. Interstate Tobacco Company, 428 East 106th Street, New York City.

Wanted.

WANTED—Foreman for packing department of first-class cigar factory. Willing to go out of town. Good opportunity for right man. References required. Apply Box 41, care of "The Tobacco World."

IMPORTANT NOTICE TO CIGARETTE MANUFACTURERS—We manufacture cigarettes for the trade; we also supply tobacco boxes and labels 25 per cent. cheaper than elsewhere. Brands registered. Write for particulars. Live distributors wanted. The Soter Company, 235 Canal Street, New York City.

WANTED—HAVANA AND SUMATRA TOBACCO STEMS, 100-lb. bales. Give lowest price, and amount you can deliver monthly. Address Box 666, Tobacco World.

WANTED—An experienced cigar broker. Address, Jno. W. Wolf & Co., Red Lion, Pa.

For Sale.

HAVANA SHORTS—Pure Vuelta; fine aroma. Lopez, 353 E. 78th St., New York. 9-1-tf

FOR SALE—Remedios Havana shorts, pure and clean. Guaranteed A-1, or money refunded. Fifty cents per pound. Edwin Alexander & Co., 178 Water Street, New York.

FOR SALE—Job lots of long filler cigars cheap. Samples submitted to responsible jobbers. W. E. Cline & Bro., Terre Hill, Pa.

Tobacco Monopoly in Italian Libya

Salt and tobacco flourish as government monopolies under the Ottoman rule in Libya and produce considerable income. Their operation was continued by the Italian authorities, but it was not until January 18, 1914, that a decree was issued establishing the status of the monopoly. During the last six months of 1913 sales from this source were as follows: In Tripolitania—tobacco 260,040 pounds, salt 1,040,160 pounds; in Cirenaica—tobacco 132,424 pounds, salt 592,240 pounds; the totals for the colony being tobacco 392,464 pounds and salt 1,630,400 pounds, with respective values of $454,505 and $16,290. Much of the local tobacco is made into snuff (of which the natives are fond) and into cut tobacco for smoking in the narghile. The Arabs are great smokers, and in addition to the tobacco produced locally quantities arrive from Italy to replace that which formerly came through Turkish channels. A report from Rome says: "The consumption of Italian tobacco in Tripolitania and Cirenaica continues with truly flattering increase. In the last nine months of 1913 the royal Italian monopoly has benefited by nearly $1,539,000." Monopoly tobacco does not enter into the customs import figures. It is understood that the government has under consideration the establishment of a tobacco factory in Tripolitania, but all plans for its erection will be made public in Rome.

"IF IT'S CIGAR LABELS OR CIGAR BANDS WRITE US"
K·P&V·
Kaufman, Pasbach & Voice
ART LITHOGRAPHERS,
COR. GREENWICH & MORTON STS.
NEW YORK.

Jail for Union Cigar Company Man

Francis C. Hollingsworth, an alleged proprietor of the Union Cigar Company, of York, Pa., recently pleaded guilty to a charge of using the mails to defraud, and Judge Witmer, of the United States District Court, at Scranton, sentenced the defendant to six months in the York County jail.

B. J. Hollingsworth, proprietor of the Continental Cigar Company, of Wichita, Kans., and a brother of F. C. Hollingsworth, was recently fined $250 and costs on a similar charge.

According to the testimony of the postoffice inspectors, the Union Cigar Company was fiction and the only thing received by those who sent in $10 in answer to the ad for salesmen, was a case, a box of cigars and a book on salesmanship. The latter was supposed to be worth $8.

It was further testified that the two brothers operated in thirty-four states in the Union, and that since June they had "cleaned up" $4000. Since the fifth of October two thousand letters addressed to the Union Cigar Company were returned to the senders from the York postoffice.

F. C. Hollingsworth denied that he was the real head of the scheme to defraud, but pleaded guilty because he was an accomplice and threw himself on the mercy of the court. Judge Witmer sentenced him to six months' imprisonment.

Meyer Jaskulek & Company Members Retire

By mutual consent, the leaf tobacco firm of Meyer Jaskulek & Company, of Dayton, O., has been dissolved and Messrs. Samuel Jaskulek and Julius Kastriner are retiring from the business. The firm, however, will be continued under its old name by Mrs. Meyer Jaskulek, Harry A. Jaskulek and Wilbur W. Henry.

Con Gleason is to open a cigar store in Davenport, Ia., at Third and Ripley Streets, just across from the Columbia Theatre.

NEWMANN & GACH - Fancy Connecticut Wrappers and Havana our Specialty - Chicago

Three Reasons Why
We Are the Foremost
SUMATRA
IMPORTERS

Lowest Prices
Largest Sales
Superior Buying
Facilities

H. DUYS & CO.
170 WATER STREET, - NEW YORK.

CIGARETTE SALES METHODS IN CHINA

Majority Prefer Native Tobacco—Cheap Cigarettes Appeal to the Chinese

IN a trade report of the Chungking district for 1912, published in the "Daily Consular and Trade Reports" for August 30, 1913, the enterprising and successful methods employed by a large foreign cigarette company were explained at some length. This company has devised many schemes by which its sales have increased, and in this province alone its trade has advanced during the past year fully 300 per cent. In this one province there are sixteen foreigners representing the company and even the remoter districts are thoroughly canvassed. Free samples are distributed and a lottery system has been arranged so that Chinese who purchase the cigarettes have a chance of receiving prizes. The first prize is generally a gold watch, and less valuable articles are given to the other winners. In this way the cigarettes are becoming popular and well known.

The competition offered by native tobacco has always been a difficult problem. Many Chinese prefer the local product not only because they are accustomed to its flavor, but because it is cheap. The tobacco company mentioned is therefore turning this inclination on the part of the Chinese to good account. It has purchased great quantities of Szechwan tobacco and is using it in the manufacture of cigarettes in its Shanghai factories, which are able to turn out an enormous quantity of cigarettes daily. Buying the native tobacco even in the form of cigarettes especially appeals to the Chinese at this time when they are anxious to patronize home industry. They realize that much of the money which they spend for cigarettes is used in their own country for the purchase of native tobacco and that the prosperity of the country is greatly affected. And since the native tobacco is exceedingly cheap, it is to the interest of the foreign company to cultivate this form of trade.

The cigarettes manufactured from the native tobacco are sold at the lowest possible rates. They are packed 50,000 to the case, 500 to the carton, and 10 to the packet. The price of a case is $85 Mexican, equal at the present Treasury rate to $38.93 United States currency, and a rebate of $3 Mexican is made on case lots. Cartons sell for the equivalent of 39 cents United States currency. There is no rebate, however, on carton sales. The packets retail to the consumer for the equivalent of 1 cent gold and with each packet a Japanese-made bamboo cigarette holder is given away. While these prices are surprisingly low there is still some margin for profit, as the packets that sell for 1 cent gold cost about four-fifths of 1 cent. In order to introduce this new line of cigarettes the prize system described is freely employed, and the local manager of the company states that the results are extremely gratifying.—*Daily Consular Reports.*

Mailing Cigarette Papers to Greece Prohibited

According to a recent report, the Postoffice Department has issued orders to its postmasters, prohibiting the sending of cigarette papers through the mails to Greece.

The postmasters are instructed to adopt such measures as may be necessary to prevent the dispatch of cigarette papers to Greece through the regular mails or by parcel post.

It is stated that this order is the result of the action of the Grecian government in prohibiting the importation of cigarette papers.

"Girard" Cigars Sell in Colorado Springs

King & Carrick, the well-known retail and jobbing cigar firm of Colorado Springs, Colo., are enjoying an excellent business on the "Girard," 10 cents and up, and the "Roig," nickel line of Antonio Roig & Langsdorf. In clear Havanas they are featuring successfully the "Elisardo" line. This concern consists of two popular young men who not only have two fine retail stores, including the beautiful stand in the Antlers Hotel, but who also enjoy a jobbing trade within a fifty-mile radius.

Jerome Baum, of the H. Baum factory, manufacturers of the "Lord Carleton," is succeeding rather nicely in the placing in Greater New York of his company's "El Cavallo."

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made by
Henry H. Sheip Mfg. Co.
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PHILADELPHIA

Meet me at the Tuller

For Value, Service, Home Comforts

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200	"	"	"	2.00	"	3.00	"	"
100	"	"	"	2.50	"	4.00	"	"
100	"	"	"	3.00 to 5.00	"	4.50	"	"

Total 600 Outside Rooms
ALL ABSOLUTELY QUIET

Two Floors—Agents' Sample Rooms

New Unique Cafes and Cabaret Exellente

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GROWERS AND PACKERS OF
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Packing Houses: Lancaster, Florin. Main Office: Florin, Pa.
Critical Buyers always find it a pleasure to look over our samples
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LEAF TOBACCO
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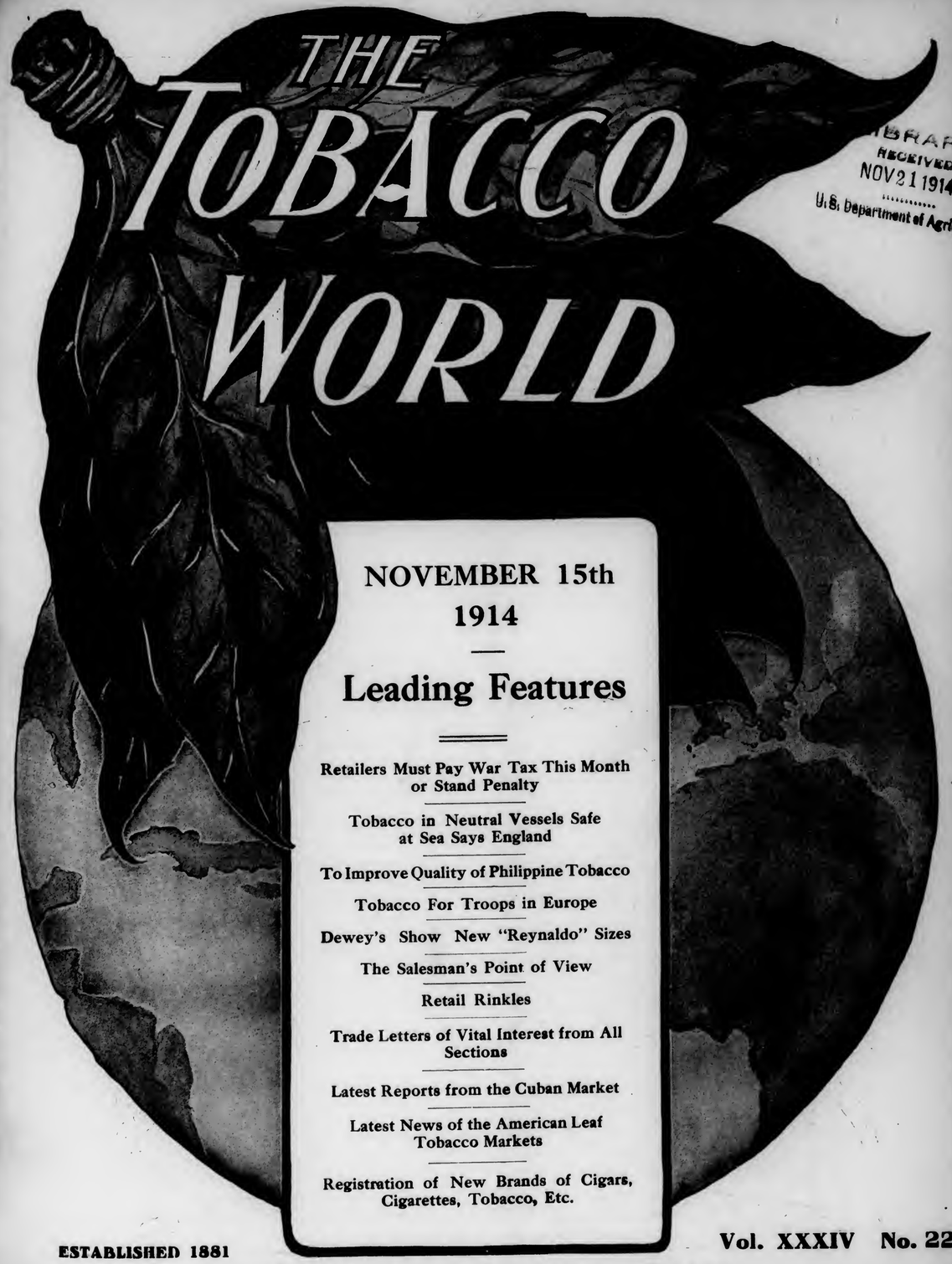

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Latest News of the American Leaf Tobacco Markets

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Vol. XXXIV No. 22

PUBLICATION OFFICES: 236 Chestnut Street, Philadelphia

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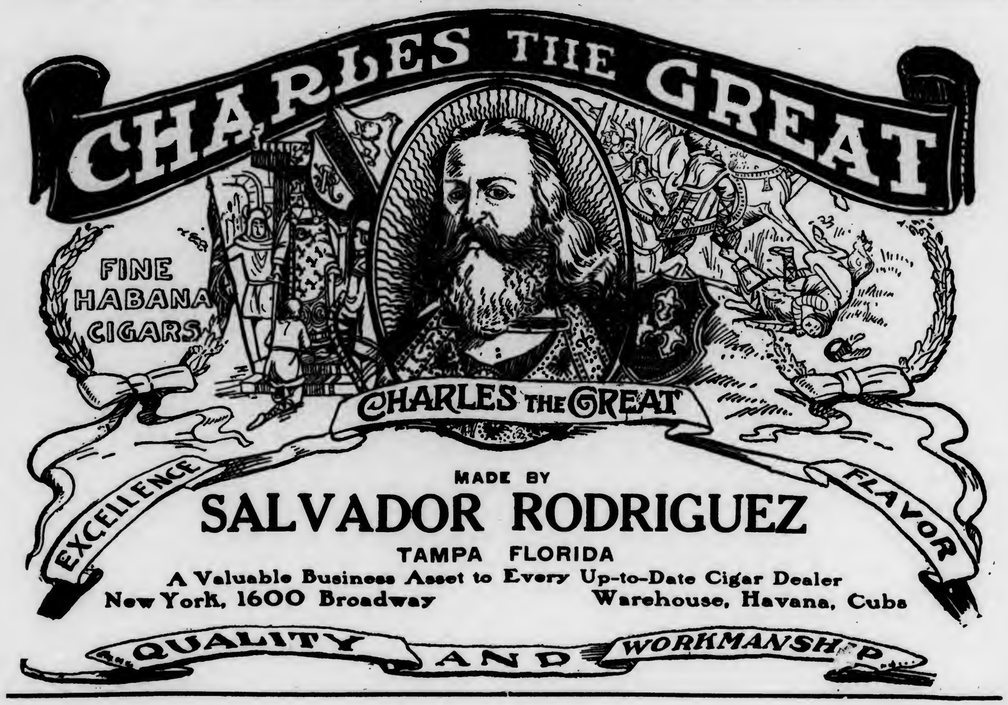

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Packed in a Pocket-proof Package

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The Cigar Without a Peer

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A welcome sound to dealers everywhere.

They saw the point—that the Big Ten Cent Tin is a pressed down, heaped up and running over ten cents' worth.

Make your cash register the "Home Sweet Home" of that steady stream of dimes!

"The Big Ten Cent Tin"

For Pipe or Cigarette

Also in Glass Tumblers, 10c; Glass Fruit Jars, 25c and 50c

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Clear
Havana
Cigars

Made in Tampa, Fla.

P. Verplanck & Co.
263 Fourth Ave. New York

Printing an Advertisement in Colors is an Enormous Advantage

Patent Applied For
(Holds 25 cigars) Diameter 3¾", Height 5¼"

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¶ Manufacturers who use it tell us that it sells cigars where all other packages fail. Being both useful and ornamental it makes a quick appeal to the smoker.

¶ Private medallions can be used instead of the Good Cheer title.

¶ We also have attractive display signs for advertising this package to the consumer.

¶ Quantity prices on request.

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Now Manufactured in Bond

Factory No 1 Tampa. Fla.

Under Government Supervision

Look for Bond Stamp on Box

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Inform Your Customers

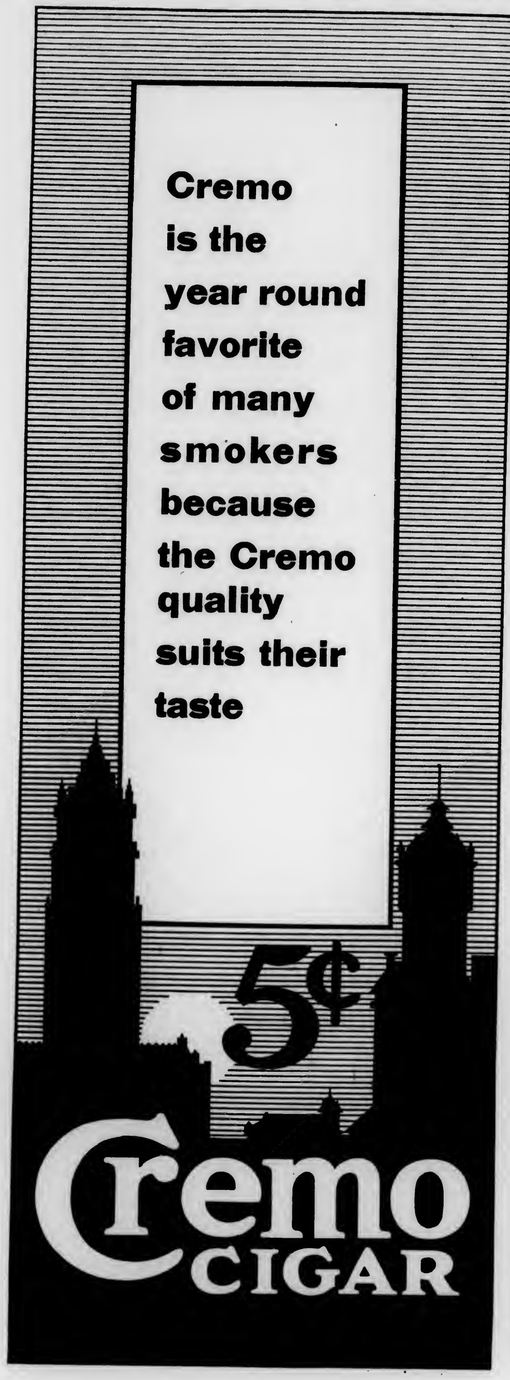
Send for our colored window card announcing that old No. 1, Tampa, is now a bonded factory and that "La Flor de Sanchez Y Haya" cigars, carry with them, the Government guaranty, that nothing but pure Havana tobacco is used in their manufacture.

They have been leaders since 1867 and they will continue to be for generations to come.

SANCHEZ Y HAYA

Tampa, Fla.

Cremo is the year round favorite of many smokers because the Cremo quality suits their taste



ALL things come to him who waits—excep' when somebody down the street grabs 'em as they goes by.

Velvet Joe

VELVET JOE is working night and day in newspapers, magazines and on billboards everywhere to make VELVET trade bigger every month, and *he's doing it.*

Some of the dealers in your town are getting a *bigger* VELVET trade.

Are you going to wait or are you going to grab the trade as it goes by?

Here's the way to grab it.

Make a VELVET display. Let people know that *you* sell VELVET, so that Velvet Joe can send his friends to *your* store, too.

½ Actual Size

5c Metal-Lined Bags
10c Tins
One Pound Glass Humidors

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***Demand* Proves the Value of a Cigar**

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ACKNOWLEDGED BY RESULTS
A BUSINESS BUILDER

LONDRES BLUNTS

INVINCIBLES

In placing this can on the market we have followed our well-known Advertising Color, yellow base with red and black lettering.

"44" Cigar Co., Philadelphia

E. H. GATO CIGAR COMPANY
FOR FORTY YEARS THE STANDARD
By Which Clear Havana Cigars Are Judged

Write for Open Territory
Factory: Key West, Fla.
New York Office: 203 W. Broadway

LOVERA
CLEAR HAVANA CIGAR
Made under U. S. Bond by
Jose Lovera Co.
TAMPA, FLA.

KILLEBREW & MYRICK'S
"TOBACCO LEAF"
The Leading Authority in Book Form
All about Tobacco From the Plant to the Finished Product
500 pages, cloth bound—$2.00 by mail, prepaid
The Tobacco World Corporation
Selling Agents
236 Chestnut St. - - Philadelphia

BAYUK BROTHERS

FIVE CENT CIGAR
PHILADELPHIA

DIAMOND JOE CIGAR FACTORY
TRADE MARK
ESTABLISHED 1850

BEST THAT SKILL, ENERGY AND MONEY CAN PRODUCE
H. FENDRICH, Maker, EVANSVILLE, IND.

5c CIGAR

HONESTLY ADVERTISED NOT MISLEADING

LA SARAMITA

Broadleaf Wrapped Havana Cigars

Real Havana Tobacco Skillfully Blended

Pre-eminent by Comparison

THE SHIELDS-WERTHEIM COMPANY, Cleveland

Exact Fac-simile of the Government Stamps on Cigars, Cut Tobacco and Cigarettes, issued by the Government of the Republic of Cuba, according to the Law of July 16th, 1912.

THE ABOVE STAMP IS USED FOR CIGARS AND CUT TOBACCO

All manufacturers are compelled to affix these Stamps on all boxes of Cigars, packages of Cut Tobacco, as well as packs of Cigarettes, which are manufactured by them, and which constitute an absolute guarantee to the smokers, that the Cigars, Cut Tobacco or Cigarettes contained therein, are of Genuine Cuban Origin, made by Expert Havana Cigarmakers and Tobacco Workers.

THE ABOVE STAMP IS USED ON ALL PACKAGES OF CIGARETTES

The COLOR of THE ABOVE STAMPS is GREEN

M. E. Caule, 156 Water Street, New York, Representative for the United States, of the Union of Manufacturers of Cigars and Cigarettes of the Island of Cuba, is duly authorized to prosecute any falsification, or colorable imitation of the above stamps by law with the assistance of the Cuban Minister at Washington.

LA FLOR DE R. A. BACHIA Y CA. TRADE MARK HABANA

BACHIAS

Havana Cigars

For Men of Means

Renowned for Uniformity

IDENTIFIED BY THE GREEN AND GOLD BAND

R. A. BACHIA & CO.

47 West Sixteenth St. New York

Whip

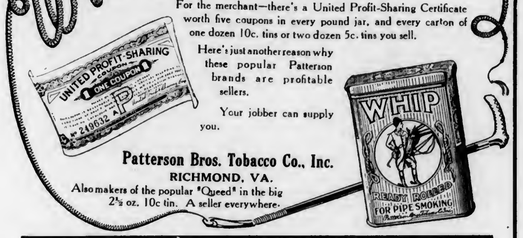
Ready Rolled Tobacco

United Profit Sharing Coupons are packed in every tin and jar of "Whip" and "Queed." We're advertising this fact now to millions of smokers.

For the merchant—there's a United Profit-Sharing Certificate worth five coupons in every pound jar, and every carton of one dozen 10c. tins or two dozen 5c. tins you sell.

Here's just another reason why these popular Patterson brands are profitable sellers.

Your jobber can supply you.



Patterson Bros. Tobacco Co., Inc.
RICHMOND, VA.

Also makers of the popular "Queed" in the big 2½ oz. 10c tin. A seller everywhere.

COPENHAGEN

Chewing Snuff

We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

WEYMAN-BRUTON COMPANY

50 Union Square North New York, N. Y.

The American Gentleman

¶ Calmly, but firmly the American Gentleman demands the brand of his choice, and it behooves no man of business to deny him. ¶ By his generous patronage the American Gentleman has signified his belief in

BOLD Above All

BOBROW BROS.

Philadelphia, Pa.

Repeats Like a Winchester

5c.-Rocky Ford Cigars-5c.

Delicious Flavor
Made at our Newark, N. J. Factories

We also manufacture at our several factories located at Pittsburgh, Pa. the celebrated

[Pittsburgh "FAMOUS" Stogies]

The jobber's biggest asset in the 2 for 5c. line.

Our 2 for 5c. and 3 for 5c. lines of CIGARS and STOGIES are so extensive that space does not permit mentioning

Write for full information and prices

UNION AMERICAN CIGAR COMPANY
28th and Smallman Sts. Pittsburgh, Pa.

G. S. Nicholas & Co.
41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

Graham Courtney
"MILD HAVANA BLEND"
They Lead the Leaders
26 SIZES
Acker, Merrall & Condit Company
135 West 42nd Street, New York

GREATEST SUCCESS IN HABANA'S CIGAR HISTORY
ROMEO Y JULIETA
RODRIGUEZ, ARGUELLES & CO.
A Success of Quality
THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD
U. S. Representative: Wm. T. Taylor, 93 Broad St., N.Y.City.

EVARISTO HERRERA, SAN MIGUEL 85 HABANA, CUBA
Manufacturer of the celebrated Habana Cigar Brands
Flor de P. A. Estanillo
Flor del Fumar
Elite

CORRESPONDENCE SOLICITED
JUST THINK-5¢ BUYS A **LA FAMOSA** EQUAL TO ANY MILD 10¢ **CIGAR**
E. Kleiner & Co., Makers, New York

Fifth Avenue Cigarettes
The Union Made Cigarette of Quality
Bearing Union Label
Ten cents per package of ten. Mouthpiece, Cork Tip, Plain
Live Distributors Wanted
I. B. KRINSKY
207 North 4th Street . . . BROOKLYN

THE
Key West Cigar Factory
Factory No. 413, KEY WEST, FLA.
Office and Salesroom:
43 to 47 W. 33d St., New York

The Standards of America:
Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff : Est. 1851
ALL OF THE OLD ORIGINAL
Maccoboys—Rappees—High Toasts
Strong, Salt, Sweet and Plain Scotchs
MANUFACTURED BY
GEORGE W. HELME CO., 111 Fifth Ave., New York

HAVANA CUBA CIGARS
Vuelta Abajo "Castaneda"
CARDENAS & CO.
Main Offices and Factory: 102 Galiano Street Havana
London: 114 Grace Church Street
New York: 3 Park Row
DAVE ECHEMENDIA, U. S. Representative

T. J. DUNN & CO.
Makers of
The New Bachelor Cigar
401-405 E. 91st Street, New York

WAR OR NO WAR

You Need Not Worry About Your Wrappers

This Country, Fortunately, Has Produced This Year the Finest Wrapper Crops In Its History

Our Florida-Georgia Corp IS A PIPPIN

American Sumatra Tobacco Co.

131 Water Street, New York

MADE IN BOND

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

V. Guerra, Diaz & Co., Tampa, Fla.

Established 1867 — Our Motto "Quality"

Y.PENDAS & ALVAREZ

WEBSTER

Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA. — HAVANA CUBA

Like his big 10c. brother

LITTLE WM PENN

is *"good thru and thru"*

½ the size — ½ the price

A *real* little cigar

5c.

THEOBALD & OPPENHEIMER CO.,
1020 SECOND AVENUE, - NEW YORK.

THE BEST CIGAR FOR THE MONEY
IS WHAT THE SMOKER WANTS

There are good and bad cigars that retail at the same price but if you want a **better** smoke to retail for a nickel try

Your customers will appreciate the **quality** of this brand.

REID TOBACCO CO., Milton and Altoona, Pa.

M. MELACHRINO & CO., Inc.

EGYPTIAN CIGARETTES

You Cannot be Mistaken if You Stock the Easiest Sold Cigarettes

M. Melachrino & Co., Inc., are purveyors and supply all the Courts, Embassies, 120 Clubs and 360 Regimental Messes throughout Europe

GRAND DEPOTS OF M. Melachrino & Co., Inc. { London, 8 Regent St., S. W. / Capetown, South Africa } Calcutta, 10 Government Place / Alexandria, Rue Cherif Pacha / CAIRO, Head Office and Factory / Hamburg, 18-20 Grosse Backerstrasse

AGENCIES IN THE PRINCIPAL CITIES OF THE WORLD — PRICE LIST UPON APPLICATION

214-216 WEST 47th STREET, NEW YORK

THE TOBACCO WORLD

Vol. XXXIV. PHILADELPHIA AND NEW YORK, NOVEMBER 15, 1914. No. 22.

RETAILERS MUST PAY WAR TAXES THIS MONTH OR STAND PENALTY

Fifty Per Cent. Added for Failure to Pay Before December 1st—Only Dealers Doing Less Than $200 a Year Exempt—New Rulings Issued

Washington, D. C., November 12.

ATTENTION of the trade is directed to a penalty of 50 per cent. for failure to make returns for the new war tax during the month of November. Failure to do so before December 1st will involve the penalty.

While manufacturers show a willingness to pay at once, it is feared that many retailers will fail to make application and thus become liable to the fine.

By making returns regarding the liability for the tax, complications will be avoided. The best way for the retailer is to make immediate application for a license and to pay the $4.80 as soon as it is granted. Only those dealers doing less than $200 a year will be exempt from this tax.

This tax of $4.80 applies to all cafes, hotels, restaurants, bars, barber shops, newsstands, grocery stores and all other places engaged in the sale of tobacco.

It is understood that it is the intention of Congress to have the law regarding the tax on cigarettes apply to the manufacturers of little cigars. In this regard there is some indignation on the part of the manufacturers of little cigars and it is believed that a ruling from the Attorney-General will be asked.

It is understood that the new special stamps for the industry will be ready next week.

Where a dealer has been in business only part of a month taxes will be due for the entire month. It is stated that a refund will be made to individuals and firms where the tax paid is in excess of the actual sales, but there will be no refund for those manufacturers or dealers who have paid their taxes in advance and who go out of business before the period for which they have paid their tax expires.

In regard to the collection of these special taxes, the two following letters have been sent out to the internal revenue collectors throughout the country:

"TO COLLECTORS OF INTERNAL REVENUE:

"In view of the numerous inquiries that are being made relative to the collection of the special taxes imposed by the Act of October 22, 1914, the following instructions are issued:

"Until a supply of the new special tax stamps is received by the collectors, they should accept and deposit all payments tendered on account of special taxes imposed by said act and advise the taxpayer in each instance by letter, in lieu of receipt on Form 1, that the stamp will be forwarded as soon as received. The amount received and deposited should be entered on Record No. 1 and posted to Record No. 9 in column for collections on 'regular' lists.

"As soon as received, the proper special tax stamp should be issued in each case. Upon delivery of the stamp to the taxpayer, the receipt on Form 1, if such receipt was issued prior to these instructions, should be obtained and

(Continued on Page 18)

TOBACCO IN NEUTRAL VESSELS SAFE AT SEA, SAYS ENGLAND

Weed is Not Contraband, Says Great Britain—Will Not Seize Shipments Abroad—Tobacco Raiser Uncertain as to What Would Become of Shipments

Washington, D. C., November 11.

FOLLOWING the question of Senator James, of Kentucky, regarding the status of foreign tobacco shipments, the State Department has announced that it has received the assurance of the British Ambassador that the British Government has not placed tobacco on the contraband list, so far as he is advised. It is further stated that the British Government has no intention of interfering with shipments of that commodity in neutral bottoms to any countries in Europe.

This announcement clears the situation for the tobacco growers, some of whom are finding it difficult to market their commodity owing to the existence of war, the inability to obtain war risk insurance and the difficulty of finding ships to transport it to foreign markets.

Following the question of Senator James, Acting Secretary Lansing promised to make inquiry as to whether Great Britain would be willing to place tobacco in the same class with cotton and give assurances that shipments in neutral vessels to Austria and Germany would not be interfered with. This was done with the result given above.

Besides defining the British attitude toward tobacco shipments, Sir Cecil Spring-Rice, the British Ambassador, also notified the State Department that an agreement has been made with Denmark, Sweden and Norway by which goods destined for neutral consumption only will pass freely into those countries if consigned to named persons with certificated guarantee against re-exportation.

The agreement brings to a close negotiations carried on for some time between Great Britain and the commercial interests of the United States and the Scandinavian countries. Representations have been made by the State Department for the purpose of restoring normal conditions in North Atlantic sea traffic. Denmark has been threatened with a gasoline famine and similar conditions in Norway and Sweden, brought about by the detention of ships, destination of whose cargoes were questioned by Great Britain, have caused numerous protests. The State Department has been flooded with demands of American manufacturers that this Government obtain from England some sort of a guarantee that neutral shipments be assured of safe delivery.

CAPITOL.

"Business Is Great," Says Kansas City Tobacconist

One cannot help but be an optimist when reading the following from B. A. Brink, of the Brink & Dolan Cigar Company, Kansas City, Mo. Mr. Brink reports business as being fine and everyone working at full capacity. "Business is great; in spite of this war talk. Business this year has been much better than it was last, and the prospects are that it will continue to be good all winter," says Mr. Brink.

THE TOBACCO WORLD

ESTABLISHED 1881

PUBLISHED ON THE 1ST AND 15TH OF EACH MONTH BY

THE TOBACCO WORLD CORPORATION

J. LAWTON KENDRICK, Treasurer

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236 CHESTNUT STREET
PHILADELPHIA

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Keystone Telephone—Main 1824

J. LAWTON KENDRICK .....Managing Editor
HOBART BISHOP HANKINS .....Advertising Manager

BUREAUS OF SPECIAL CORRESPONDENCE

BOSTON CHICAGO DETROIT SAN FRANCISCO KEY WEST
TAMPA MILWAUKEE LANCASTER CINCINNATI
CLEVELAND LOS ANGELES SEATTLE
ST. LOUIS NEW ORLEANS BALTIMORE
HAVANA, CUBA, OFFICE—NEPTUNO 24, Altos, CARLOS M. WINTZER Representative

Subscription in United States, Postage Paid .....$1.00 per Year
Foreign Subscription, Dominion of Canada and other Countries of Postal Union .....$2.50 per Year
Single Copy .....15 Cents

ADVERTISING RATES MAILED UPON APPLICATION

Entered as Second Class Mail Matter December 22, 1909, at the Post Office, Philadelphia, under the Act of March 3, 1879.

Vol. XXXIV NOVEMBER 15, 1914 No. 22

CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

FREDERICK HIRSCHHORN, 54th St. and 2nd Ave., New York..President
OTTO EISENLOHR, 932 Market St., Philadelphia .....Vice-President
JOSEPH B. WERTHEIM, 81st and East End Ave., M'hat'n, N. Y..Treasurer
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THE NATIONAL CIGAR LEAF TOBACCO ASSOCIATION

CHARLES FOX, New York .....President
F. M. NEWBURGH, Hamilton, O. .....Vice-President
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BEN. PEARSON, Byfield, Mass. ..... President
J. BLOCK, Wheeling, W. Va. ..... Vice-President
RAWLINS D. BEST, Covington, Ky. ..... Secretary-Treasurer
GEO. E. GILLILAND, Wash. ..... Assistant Secretary

With the approach of the Christmas season the retailers are making every effort to bring the sales receipts up to last year's records. Some will succeed, many will fail.

Window Displays Important

Among the best methods for stimulating trade is that of the window display. How often it has brought the shekels into the till.

Many tobacconists make the mistake of overcrowding their windows, more spoil any effect that might be obtained by trying to get a package of every line of goods on their shelves into the display.

Concentration on one or two brands pays every time. Careful study of methods employed by professional window trimmers will help much.

If you try trimming the window yourself, stand outside and catch a couple of passers-by and get their opinion You may get some idea of the impression that the display makes from them. Don't ask your customers, they may not want to hurt your feelings.

The better way is to get a professional to do the work. He will know better how to make the appeal.

It is quite evident from a glance at the English tobacco trade papers that English manufacturers and jobbers have learned that in dull times advertising must be kept up in order to retain the benefits that have already accrued from previous "copy."

Supporting the Trade Papers

The advertisement of a cigarette firm is particularly noticeable with the heading "Advertising as Usual." Attention is called to the fact that they are not only doing business as usual, but are advertising as well. Then follows references to the papers and magazines in which full page ads are constantly appearing.

But the last paragraph points the moral which can be taken to heart by many of our own manufacturers. This company calls the attention of the retailers and jobbers to the fact that when times are dull, what business there is, concentrates on advertised brands.

Many of the retailers and jobbers who are complaining just now about poor collections will, if they take account, find that they have considerable money tied up in unadvertised goods, which in poor times are the last brands to be sold. The retailer who wants to keep the money jingling in his cash box sticks to brands which are advertised. There is always a sale for them, and the wise man chooses those lines which are advertised to the trade and the consumer.

* * *

A statement recently circulated by the United Cigar Stores Company to the effect that their sales for October were the largest, by a very substantial sum, for any month except December, 1913, in the history of the company, is worthy of careful consideration.

Cigars a Trade Barometer

There have been many years when business conditions were worse than the present one. However, when times are really hard the smoker foregoes his cigars and turns to a cheaper form of tobacco. But the report of this large company does not indicate that there has been a heavy falling off on the part of smokers, or if there has been, there was a remarkable recuperation in October.

Reports from manufacturers of both cheap and high priced goods indicate that business is good, their only complaint being that collections are slow. The general opinion is that the crisis is past and that we are on the way to greater prosperity.

Certainly the report mentioned above does not indicate that there is anything radically wrong with business if the retail cigar trade means anything, and we are inclined to believe that it is a good barometer.

A. G. Wiedmann Sees Good Times Ahead

Arthur G. Wiedmann, of the Acme Veneer Company, of Kansas City, Mo., was a recent visitor in Philadelphia. He brought with him a grip full of optimism and a nice fat bundle of orders to sort of act as a foundation for his references to "very good business."

Mr. Wiedmann has been hitting the big towns all the way from Kansas City to New York, and his fine bunch of orders "speak louder than words."

In connection with the trip Mr. Wiedmann has been doing some work for the Wiedmann-St. Louis Box Company and has landed some good business on the "Good Cheer" cigar packages. Mr. Wiedmann reports that intense interest has been aroused throughout the country in this new tin packing.

AL U. THORNBURG, who is to be found decorating the cigar stand in the Hotel Pontchartrain, in Detroit, says this is a true story. A press agent couldn't do better with this one.

A stranger walked up to the cigar stand in the Hotel Hedges, Pontiac, Mich., and after purchasing two cigars astounded the natives by lighting both of them. Up and down the lobby he went, holding a cigar in each hand and puffing first on one and then on the other. After the performance had been going on for about five minutes, a nervous spectator approached and inquired the reason for consuming two cigars at a time. The human smoking machine replied thus:

"My friend, these cigars are so good that I would smoke more if I had more hands. They are 'Bold' perfectos, made in the good town of Philadelphia where I live."

We might blame this one on Henry Reisenberg, as he is now in the West selling "Bold" cigars like hot cakes.

* * *

Regarding the tobacco advertising now appearing in current magazines, Dr. H. W. Hess, of the University of Pennsylvania, tells a story which speaks for its effectiveness, at least.

A friend of his who is a non-smoker is very much irritated by finding the tobacco advertisements attractively placed in his favorite magazines. It seems that he is unable to resist the temptation to read them and after he has done so is still more annoyed.

"Do you know," said the non-smoker, "after I read those advertisements I am almost convinced that there must be something wrong with me if I do not smoke. These ads are actually making me believe that I am outside the pale of society unless I use tobacco."

If these advertisements can make this impression on a person who is unalterably opposed to the use of tobacco, what a powerful effect they must have on users of the weed. In truth, a smoker after reading the advertisement of certain brands of cigarettes or smoking tobaccos, must sometimes feel that he is indeed a social outcast unless he is a user of that particular product.

* * *

A story is going the rounds of a woman who stopped in a cigar store the other day and wanted to buy some cigars. As the clerk approached her the following conversation ensued:

"I—er—oh, I want some cigars, please," she said, hastening to add: "But—er—not for myself—for my husband."

"Certainly, madam. What kind would you like?"

"Oh, the best—quite the best, please."

"Certainly, madam. Strong or medium?"

"The very strongest you've got, please," she answered, in decided tones. "My husband was complaining only the other day that the last lot he bought all broke in his pocket."

An interesting story in regard to cigar box labels is being told by one of the salesmen of a well-known cigar box manufacturing company.

One morning recently a middle aged man of decidedly foreign birth entered the office of this firm and asked to see the manager. Upon being asked the nature of his business, he stated that he wanted to buy some cigar boxes and labels.

After being turned over to the proper person, the details of the cigar box were gone into and finally settled.

Then the salesman asked, "Do you want us to get up a label for you?"

"Sure," was the reply.

"Well, what kind of a label do you want?" inquired the salesman.

"Oi, I vant a nice label mit a boid on it," said the cigarmaker.

"Well, what is the name you are going to use?" asked the salesman patiently.

"I ain'd got no name yet, I just want a boid," was the reply.

"What kind of a bird do you want?" queried the house representative.

"I want a label mit a regular boid on it like the Cinco boid," was the visitor's reply.

* * *

Don't leave your trunk unlocked if it happens to contain a bottle of spirits and some cigarettes. At least that is the advice of Mr. Blank, who received the surprise of his life the other night when he went home for supper.

Mrs. Blank had been lonesome all day and after lunch, to occupy herself, she promised to give her husband's trunk the "once over." The lid was unlocked and she lifted it to see what interesting things she could find. The very first thing she espied was a package of cigarettes, about a hundred of them in a tin box, and the next thing she saw was a black bottle. She pulled the cork out of it and one smell was enough to lead her to further investigation. She got a tumbler and took a drink. She liked it very much and then took another drink. Then she became obsessed with the desire to smoke a cigarette. She lighted one and smoked it, and then another. Then she took a drink. The performance was being repeated for about the fifteenth time when Mr. Blank came in and saw Mrs. Blank sitting among his shirts and collars with an almost exhausted bottle, while curls of smoke rose from numberless cigarette butts about her.

"Where is my supper," he thundered.

"S'no need to eat—hic—s'hav' a drink or cig'ret," said Mrs. Blank.

In the row that followed the police intervened on behalf of the neighbors. As it was the first offense, the judge fined Mrs. Blank $10, which Mr. Blank had to pay.

THE ONLOOKER.

TOBACCO FOR THE TROOPS IN EUROPE

No Embargo From Any Belligerent—The Weed Recognized as Necessity for Soldiers—Interesting Facts From London

(Special to "The Tobacco World.")

NEW YORK, November 13, 1914.

THE assurances of the British Government regarding the treatment of tobacco shipments in neutral bottoms, disposes of a very vexing question and one that has troubled our American manufacturers and shippers more than they were willing to admit. It will allow of the immediate filling of orders for many thousands of cigars which have been held in the United States until the question was settled.

In this connection it is interesting to note the efforts now being made in London especially to provide tobacco, cigars and cigarettes for the troops who are on the continent.

The British tobacconists have put up special packets of fifty and a hundred cigarettes, ½-pound packages of smoking tobacco, pipes and pouches, and all are being sold for half price, and can be purchased in some cases as low as 1s. 6d. These packages upon payment of one shilling will be sent directly to any soldier in either France or Belgium, duty free.

A novel idea in the way of voluntary contributions of tobacco and smokes is the tobacco box which is conspicuously displayed in every theatre, cafe and restaurant in England, with a sign thereon requesting that the reader will deposit any odd cigarettes or cigars that can be spared for the use of the boys at the front.

When the boxes are filled, they are collected, sealed and immediately sent to the base for distribution.

The average man will respond more quickly to a request for a cigarette or cigar than he would for a penny to purchase one, and as a result these boxes have proven a huge success. Our informant states that one box in a prominent place in London collected 7500 cigarettes in one week and that nearly every one averaged over 2000 per week.

In view of these facts it is not at all surprising that Great Britain does not want to interfere with the shipments of cigarettes and tobacco from the United States.

KNICKERBOCKER.

"Rocky Ford" Distributor in Seattle Completes Alterations

Sam Lavroff, the well-known Tacoma, Wash., wholesaler, located at 706 Pacific Avenue, is being complimented on the completion of the alterations to his place of business. His floor space now measures 125 feet by 35 feet, which is devoted entirely to the wholesale trade. Mr. Lavroff is local distributor for the popular "Rocky Ford" cigar, manufactured by the Union-American Cigar Company of Pittsburgh, in addition to doing a large business on "S. & W. Hand-Mades." Mr. Lavroff, also, very recently became the local distributor for the well-known "John Ruskin." This little notice would not be complete without mention of the humidor which is provided especially for the cigarette department of Mr. Lavroff's business.

A nice display of Wellington pipes is being shown in the recently installed pipe department of the Miller Rubber Company, 317 North Howard Street, Baltimore, Md.

RETAILERS MUST PAY WAR TAXES THIS MONTH OR STAND PENALTY

(Continued on Page 13)

attached to its stub with proper notation made thereon. See Section 3183, Revised Statutes, as amended.

"On the date of the issuance of the special tax stamp, the amounts previously paid for same should be deducted from Record No. 1 and the proper entries made in Record No. 8. The total of such payments should also be deducted in Record No. 9 from column for collections on 'regular' lists and posted from Record No. 8 to column for collections on 'special tax' stamps.

"In all such cases, it will not be necessary to report them for assessment on the regular list, or to charge them on Form 58, provided the stamps can be issued this month.

"If for any reason stamps cannot be issued in November, the amounts paid should be charged on regular Form 58 for the month of November and accounted for on Form 51B in the 'Advance collections on list for this month.' Stamps should then be issued in December; credit taken on Form 51B in the statement of special tax stamps, column 5, and on Form 68, line 10, 'Issued by order of Commissioner'; and claims on Form 630, modified to suit each case, filed as vouchers.

"Each collector will please acknowledge the receipt of this letter.

"Respectfully,
"W. H. Osborn, Commissioner."

"TO COLLECTORS OF INTERNAL REVENUE:

"Every person, firm or company liable to special tax under the Act of October 22, 1914, should render a return and pay such special tax, as provided in the case of other special taxpayers. As these special taxes take effect from November 1, 1914, all such returns and payments, for the remaining portion of the special tax year ending June 30, 1915, should be made during the present month, or within the month in which the business is subsequently commenced.

"The returns rendered by such persons, firms and companies will be on Special Form 11A, except in the case of bankers, whose returns will be made on Form 457 revised. Blanks of these several forms, and the required special tax stamps, will be furnished to collectors at an early date. The preparation and issue of stamps of the various denominations, which would be required in the case of bankers, are found to be impracticable, and the taxes due from this class of special taxpayers will be assessed on a SPECIAL BANKERS LIST, as was done in the case of like taxes imposed by the War Revenue Act of June 13, 1898.

"Instructions as to the preparation of such lists will also be furnished at an early date.

"W. H. Osborn, Commissioner."

CAPITOL.

"Steady Repeater" is the epithet applied throughout Richmond, Va., to the "Henrietta" cigar, manufactured by Otto Eisenlohr & Brothers, Philadelphia, Pa.

"Decision" is the name of a new nickel cigar being put on the market by William A. Vorhauer & Company, Chicago, Ill. The new brand is being packed loose as well as in packages. Messrs. Vorhauer & Company state that they are well pleased with the distribution attained on the "Decision."

Mitchell, Fletcher & Company Get "La Hermitage" Brand

THE first shipment of a new line for the cigar department of the Mitchell, Fletcher & Company stores was received at the Twelfth and Chestnut Streets store on Thursday, November 12th.

This brand is known as the "La Hermitage," and made by the La Hermitage Cigar Company, of New York, and is a seed and Havana product that has proven a splendid seller wherever introduced.

The "Sublimes," packed in one-twentieths and fortieths, retail for $7 the hundred; "Coronas," in the same size packings, sells for $8 the hundred, and the "Imperial Finas," packed in one-fortieths only, can be purchased for $9 the hundred.

A new size in the Mitchell-Fletcher brand is the "Longfellow," packed in one-fortieths only, and will meet the demand for a longer smoke of quality and the price has been fixed at $8 the hundred.

"Hoyo de Cuba" Brand Displayed at Yahn & McDonnell's

The Fifteenth and Chestnut Streets store of Yahn & McDonnell is showing displays of made-in-bond cigars from the clear Havana house of San Martin & Leon.

The Fifteenth Street window displays to advantage the attractive "La Pedida" cigar in several sizes, while in the Chestnut Street window the well known "Hoyo de Cuba" brand attracts the attention of the passerby.

W. D. Duncan, who is the local representative for San Martin & Leon, was in the city and reports business as being in good condition, with prospects for greatly increased trade.

New "Sintoma" Shapes Boost Orders

The Blunt and Club sizes of the "Sintoma" cigar, made by the J. F. Portuondo Cigar Manufacturing Company, 1110 Sansom Street, Philadelphia, are selling with very satisfactory results throughout the entire Western territory. This ten-cent smoke was originally made in Perfecto and long Panatella shape, but the introduction of the newer shapes has given a healthy tone to the business of the distributors.

Jeitles & Blumenthal Busy With Orders

One local factory at least has not been affected by the wars and rumors of wars, for Jeitles & Blumenthal, Ltd., 119 South Eleventh Street, are running a full time schedule with a full complement of hands.

Orders for "Masterpiece," "Flor de Jeitles," "Tungsten" and "Statesman," are still somewhat behind in shipment, but every effort is being made to keep the dealers supplied.

Boltz, Clymer & Company to Retain Philadelphia Factory

FOLLOWING a report from Tampa that Boltz, Clymer & Company would manufacture "El Merito," "El Palencia Segundo" and "Jefferson Factory Smokers" in Tampa, Mr. John H. Boltz, head of the firm, stated in an interview with "The Tobacco World," that while it is true that they are manufacturing some nickel goods in Tampa at the present time, the factory at Fifteenth Street and Lehigh Avenue will remain in operation. Mr. Boltz further stated that the matter of removing the Philadelphia factory to Tampa was still in the future and that no decision as yet had been reached as to what course would be followed.

Ostrow's Shows "Marie Antoinette" Holiday Packings

Dan Ostrow, the "live wire" dealer at Seventh and Chestnut Streets, Philadelphia, Pa., is in receipt of a shipment of holiday goods known as the "Marie Antoinette," manufactured by E. Kleiner & Company, New York. The cigars are packed in cedar boxes, which take the form of a cigar on a miniature table, and retail at twenty-five for $3. They are an attractive Christmas offering, and Mr. Ostrow stated that he expects to do a good business on them.

Finley Acker Company Stocks "Smokers"

The cigar department of the several stores of the Finley Acker Company have placed on sale a new and attractive package, known as the Finley Acker Company "Havana Smokers."

The package contains five domestic cigars, made in Key West, and retails for twenty-five cents.

The introduction of package goods is a new departure for this firm, but the reports from the various stores indicate that this line will prove one of their best sellers among the cheaper goods.

Yahn & McDonnell have recently been displaying the "Lord Colbeck" brand in the windows of their several stores.

Baum Brothers report that the trade is doing nicely with their newest line, the "La Invencia" brand, which is made in fifteen sizes.

"Stratford" cigars, made by the El Draco Cigar Company, continue to show a steady gain in Philadelphia and vicinity. Several special Christmas packages have been put out this year with most encouraging results.

WORKING TO IMPROVE PHILIPPINE TOBACCO

Industry Menaced by Insect—Treatment of Leaf Not Injurious—Utilize Extreme Temperatures

THE Philippine Bureau of Agriculture is continuing the work of improving and increasing the output of tobacco in the provinces where it is grown. In addition to the efforts to train small farmers as well as large planters, plans are in progress to improve the quality by careful selection of seeds. Preparatory to planting for the coming year the Bureau has already made a free distribution of over 660 pounds of selected seed to approximately 2770 different tobacco growers in the two Provinces of Cagayan and Isabela, in the Cagayan Valley.

The farmers are being urged to plant earlier than usual and to so time the seedlings that they will have young plants from at least three beds sown fifteen to twenty days apart. This would insure different dates of maturity for portions of the crop and would also provide against shortage of plants should the first seedlings fail.

For years tobacco manufacturers in the Philippines have been subjected to considerable loss by reason of the ravages of the cigarette beetle. While it has been impossible to compute the total extent of the loss, there is no doubt in the minds of the growers that it amounts to hundreds of thousands of dollars, if not millions. The tobacco products actually destroyed by this beetle each year vary in value from $3000 to $6500 per factory, but this loss is regarded as small when compared with the injury done to the reputation of Philippine cigars in the markets of the world, by infected shipments unwittingly sent abroad. The exports of tobacco products to the United States fell from $1,921,462 in 1910 to $645,904 in 1911, and much of this decrease was attributed to the ravages of the cigarette beetle.

The Philippine Bureau of Science has disseminated valuable information concerning the cigarette beetle (*Lasioderma sericorne* Fabr.), which is a destroyer of stored vegetable products, especially of tobacco. This beetle damages cigars and cigarettes by boring small cylindrical galleries through the filler and circular holes through the wrapper and leaf tobacco wherever stored. The better grades of tobacco are most frequently attacked, and this makes the pest especially costly to the industry. It has been demonstrated that if 13 per cent. of the approximate annual loss due to the beetle were expended for apparatus, and about 40 per cent. for chemicals and labor, practically all damage could be prevented.

Carbon bisulphide, hydrocyanic-acid gas, or extremes of temperature are effective in destroying the beetle in all stages of its development and do not impair the aroma, taste, or burning quality. In Manila the drying, collecting, boxing and labeling are generally done in one workroom, which may be freed of insects by disinfection with hydrocyanic-acid gas and their reappearance prevented by covering the doors and windows with wire screens. As a further precaution against reinfestation, the manufactured products should be kept in tin-lined boxes—the regular shipping boxes may be used if others are not available. The cost of a tin-lined chest large enough to hold 10,000 ordinary size boxed cigars is $3.25 United States currency. The character of the chemicals used as disinfectants should be thoroughly understood by the manufacturers in order that necessary precautions may be taken. Aside from this, fumigation is very simple.

Tobacco should be treated in the leaf and, after being made into cigars, should be immediately placed in a screened drying and selecting room. It is desirable to treat the leaf tobacco because it is loose and can be handled to better advantage, and also because if cigars are allowed to stand and are fumigated just before shipment any beetles developing will be killed in the cigar, thus lessening its value.

Practically all the cigar and cigarette factories in Manila are equipped with machinery and boilers, and the necessary drum and its installation would constitute the only additional cost in using steam as a disinfectant when it is not convenient to use chemical treatment. In this process care must be taken to avoid mold, which appears very quickly on damp cigars. Experiments show that after steaming leaf tobacco in the drum from a period of twenty minutes at 96 degrees to 102 degrees Centigrade (205 degrees to 216 degrees Fahrenheit) all insects found were dead. Tobacco steamed in this way, placed in a screened room to dry, then made into cigars and kept under conditions to prevent reinfestation, proved good at the end of eight months.

Cold storage is objected to on the ground that it is undesirable to kill insects in the cigars, but when this method is used metal-lined boxes with rubber packing for the lids have been found satisfactory. Eight thousand cigars were packed in a tin-lined box, placed in the cold storage and ice plant in Manila, and left for eight weeks. Upon removal they had not molded and were in good condition, while 1000 other cigars packed in wooden boxes had absorbed moisture to such an extent that they had to be dried.—*Daily Consular Reports.*

Trade Jottings

The Cuban Cigar Company, Denver, Col., are reported as manufacturing something less than 5,000,000 cigars per year.

The cigar department of the Acker Quality Shop, Twelfth and Chestnut Streets, Philadelphia, report a big demand on the well-known "Blue Peter" cigarettes.

Judy Pratt, representative of Luckett, Luchs & Lipscomb, recently paid a visit to Lewis & Whitaker Cigar Company, Salt Lake City, Utah, relative to the distribution of his company's decidedly popular "Reynaldo."

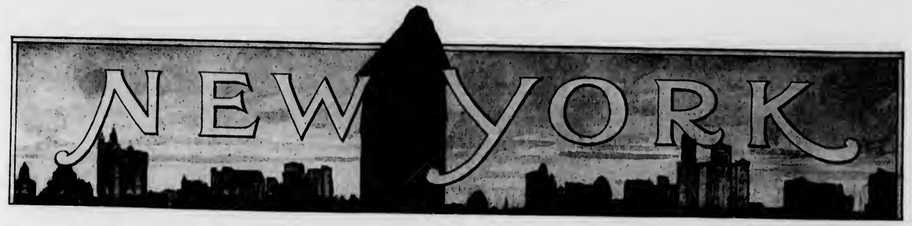
W. S. Lescamp, well known in the Boston market by his long connection with the Brunhoff Manufacturing Company, Cincinnati, Ohio, has resigned from that company, and has taken on the "Cinco" representation in Greater New York for Otto Eisenlohr & Brothers, Philadelphia, Penna.

The three well-known brands, "Webster" (Y. Pendas & Alvarez), "Cuesta-Rey" (Cuesta, Rey & Company), and "Admiration" (E. Regensburg & Sons), have been placed with the new Dow Drug Store, Cincinnati, O., by Straus Brothers & Company, of that city.

A recent visitor to Baker Brothers, the well-known Boston, Mass., jobbers, was Charles Weaver, of the Deisel-Wemmer Company, Lima, O. Baker Brothers are the Boston agents for the company's "El Verso" and "San Felice." They state that they have just received recently 100,000 of each brand for both immediate and holiday delivery.

The Straus Cigar Co., Richmond, Va., distributor of the products of the Sanchez & Haya factory, Tampa, Fla., in Virginia, West Virginia, North and South Carolina, reports the receipt of some sound orders on this brand for holiday delivery. D. H. Moulsdale, of the Sanchez & Haya factory, was a recent visitor to this house.

Winfrey & Parker, cigar manufacturers, Tacoma, Wash., who formerly discontinued, have again resumed. Located at 1223 Pacific Avenue, and known as the Winfrey & Parker Cigar Company, they are manufacturing a five-cent Havana smoker, going to the trade as "Winfrey & Parker's Havana."



"Philip Morris" Ads Arouse Comment

JAMES ZOBIAN, who handles the advertising of Philip Morris & Company, has duplicated the success of his reply to Mr. Edison's blanket criticism of cigarettes with a new advertisement, which has recently appeared in the daily newspapers showing illustrations of two English battleships. This copy has aroused much favorable comment, and it is safe to say that the ad was read practically by everyone who saw the pictures.

F. S. Lucey, of the New York branch office, reports that business is most satisfactory and that the stream of orders flows without ceasing.

"Philip Morris" cigarettes have certainly captured a large number of the smoking fraternity and the continued success of this high grade brand shows that quality and merit are little affected by "psychological depression."

Window Trimming Company Incorporates

Julius Silberstein, proprietor of the National Window Trimming Company, has recently incorporated this company at Albany and has interested with him Walter Marshak.

The company will devote special attention to cigar window trimming, and to lithography for the cigar trade as well. The company with its incorporation has increased its facilities for expanding the business and will be prepared to go after trade in a much larger way than formerly.

With the rapidly growing demand for expert attention to window displays among the retail trade, there is little doubt but what the National Window Trimming Company will be able to handle these matters with satisfaction.

Albert Falk Sees Business Boom Ahead

Among those recently returned to New York during the past fortnight was Albert Falk, president of the Falk Tobacco Company, who came to town after a western trip with optimistic reports.

Mr. Falk stated that the tobacco trade was coming to realize that it had much less reason to complain than some other lines of trade and that while business might have been better, the tobacco trade was fairly well off.

"Jobbers and retailers with whom I talked," said Mr. Falk, "seemed to be of the general opinion that business was good in their line. In fact, many remarked of a slight improvement. Taking all in all the trip was a most agreeable one, and I feel safe in predicting an unusual revival of good times."

The company, of which Mr. Falk is the head, introduced the "Herbert Tareyton" cigarettes and smoking mixture, which is so extensively featured throughout the United States. In a short time the brand has secured an enormous distribution.

Kaufman & Company Change Location

A. G. Kaufman & Company, cigar manufacturers of New York City, have moved to 207-209 East Forty-ninth Street, where they have larger quarters for both factory and offices.

New Packings for G. S. Nicholas & Company

THE fine cigars in handsome packings for the Christmas trade have arrived at the well-known importing house of G. S. Nicholas & Company. The Havana firms seem to have vied with each other in turning out handsome shapes in excellent packages.

"Partagas," "Por Larranaga," "Romeo y Juliet," "H. Upmann" and "Ramon Allones," are among those factories represented in the handsome display at the Beaver Street house.

As was the case last year, boite nature packings are much in evidence and they set off handsomely some fine sizes and shapes which are sure to make a quick appeal to the connoisseur.

Needless to say these goods have had a hearty reception and according to the latest reports are moving nicely. Orders show a tendency to hold up to last year's average, and there is little doubt but that practically all of the goods will be moved by Christmas Day.

New Booklet Shows Latest "H. Upmann" Packings

The versatile Charles Landau, United States representative of the H. Upmann factory of Havana, has recently compiled an interesting booklet for the trade, showing some of the handsome "H. Upmann" packings with brief descriptions. The booklet is remarkable for its colored photographs of actual sizes of some of the finer cigars.

The sanitary methods employed in the H. Upmann factory is given due prominence, while particular attention is given to the great care that is used in the selection of the cigars for packing.

The enterprise of this old house shows that it is out to capture its share of the United States trade in clear Havana cigars, and the favorable comments heard on this new booklet leads one to the belief that the brochure has not only made an impression, but created a sentiment in favor of "H. Upmann" cigars.

"Lovera" Judges Sitting in Judgment

Relative to the contest just closed by the Jose Lovera Company, New York City, for the most attractive window displays on their well-known "Lovera Banderos," the company states that hundreds of photographs have been received. They report that the clever ingenuity utilized and the artistic effects obtained in many of the windows, are remarkable. The photographs are now in the hands of the three judges who were selected from the store window trimmers of New York's leading department stores. The judges are quite busy, but it is hoped that a decision will be reached in time to enable the Lovera Company to make a complete announcement December 1st, regarding the winners.

W. A. Dunn, M. F. Summers and A. G. Wuest received a charter in Brooklyn last week for a new tobacco concern, to be known as the Zorro Tobacco Company. They have an authorized capital of $5000.

Chicago

Loop Dealers Show Lack of Initiative—New "Partagas" Attracts Much Attention—J. W. Vinnissky Petitions in Bankruptcy—"Subway" Cigars Continue to Repeat

CHICAGO, November 11.

GENERAL conditions in the cigar and tobacco trade here are showing improvement as the holiday season approaches. Inquiries among the leading firms in the trade show that business is a little better than normal for this time of the year. Shopping has started early. It is the painful duty of the writer to condemn the loop cigar dealers, on the whole, for their unusual lack of enterprise in not getting proper displays arranged. Few holiday goods have appeared on the counters or in the windows, and the merchants do not seem to be aware that the Christmas buying has already started. Unless they rub the scales from their eyes soon they will find that a bunch of money which might have been spent for box and package cigars has gone into other channels, where the dealers saw the signs of the times and prepared windows and showcases to meet the conditions.

"Partagas," of unusual size, in glass tubes, retailing at $5, were displayed in several windows in the loop district this week. The cigar might be called the "super-banquet" variety, and looks like a knife and fork would be necessary to smoke it. It is fully a foot long, and an inch or more in diameter, but the workmanship is exactly like all other "Partagas." Whatever the purpose of the company in putting out such a large cigar, it is certainly attracting the attention of the public here. The smokers cluster around the windows where it is on display, discussing with each other after the fashion of city folk whether it would be possible to smoke such a large cigar.

Harry Lanfield, of Lanfield & Steele, left last week for Havana, Cuba, where he will look over the crop and make some purchases for the company.

Michael Rosenfeld, who for many years has been a salesman for Salvador Rodriguez, has been seriously ill for the past week, but is now out of danger. He will be able to call on his trade once more next week, according to the doctors who pulled him through.

Efforts to bring back the "26" dice game in order to stimulate the holiday trade have been nipped in the bud. Several ingenious dealers brought out what was really the old army game in disguise. Several plain clothes men tried out the imitations after they had been reported on the South Side. Apparently they did not win, for the dealers were arrested soon after. They made orations in court which got them off without fines, but the judge declared that he will make up by giving them the limit if they are ever haled before him again on such a charge. It therefore looks like the "26" game would not play any considerable part in the holiday trade this year.

One of the finest window displays of "La Venga" cigars which was ever trimmed in this city is now attracting much attention at the store of James H. Wells, the well-known druggist. Practically all of the many sizes of this brand are in the window, and the setting for the display is one of the most unique and cleverly arranged which the writer has seen in some time.

R. M. Granat, of R. M. Granat & Company, York, Pa., was in the city on business last week.

Eugene Klein, of E. M. Schwartz & Company, was one of last week's visitors.

Wohl & Comstock Company has been forced, owing to the rush of business incident to the holiday season, to make a number of alterations and changes in their factory. To expedite the work several departments have been consolidated, with the idea of making more room. Few cigars are holding their own with the fickle taste of the local public any better than "Cisneros," the leader of the factory. The holiday demand for this brand, it was said at the factory, is fully equal to other year-end seasons.

Milton Samuels, who represents Maximilian Stern, is visiting the local trade this week. He is accompanied by George F. Schnath, local representative of the company.

L. Caro, of Bustillo Brothers & Diaz, is again in the city after having completed a most successful trip through Iowa, Nebraska and Missouri.

The Schermerhorn Cigar Store, located at West South Water Street and Fifth Avenue, which is the "hang-out" of the butter and egg kings of the city was burgled the other night by a gang of robbers. The intruders, being unable to secure any money from the place except a few dollars which they found in the cash register, vented their spleen on the furnishings of the place, and caused considerable damage. They took several boxes of choice cigars, but evidently did not come prepared to get away with any large amount of merchandise.

Francis Edler & Company, the prominent pipe house, has purchased the stock of William Reiner, deceased, for a consideration of $25,000. Mr. Reiner died suddenly not long ago and THE TOBACCO WORLD scooped the entire trade press on the news of his death. The acquisition of the stock will be a valuable addition to the already heavy line of Francis Edler & Company, and will help materially in filling orders for the holiday trade, which are still being shipped out by the company.

Celestino, Vega & Company have been having a heavy run on their "La Venga" cigar, and have decorated many fine windows throughout the city in the past few weeks. "La Venga" is one of the few cigars which remains in the popular favor here without much change, except in the increasing orders, from year to year. It is truly a staple of any first-class cigar case.

Several complaints came from jobbers of cigars while the writer was making his rounds this time. One of these was that the saloon trade is not ordering as heavily this year as last. The jobbers feel that the indisposition to place orders is only temporary, and that the trade with the merry mucilage parlors will soon be up to the standard.

One of the largest failures in some time occurred last week, when a petition in bankruptcy was filed against J. W. Vinnissky, the well-known jobber of cigars in this city. The liabilities of the company will run as high as $30,000, it is said, while the assets are known to be too small to pay more than a few cents on the dollar. It was not known in the trade here that the company was embarrassed. Fortunately, few of the creditors were hit for large amounts, the losses being well divided among a number of firms all over the country. The conditions surrounding the failure are not clear, but there is to be a meeting of the creditors some time this week, at which certain persons will be examined with reference to what they know about the affairs of the company.

"Subway" cigars are still having a heavy run in the city, and the advertising which is behind them seems to have been effective in getting the public to try the cigar, at least. Whether it will stick or not is a matter which is causing some debate and not a little worry among manufacturers of five-cent goods with a large distribution in the city. The cigar is the largest weed that has ever been offered for five cents in the city, and the quality of the stock, for a five-cent piece of goods, is excellent. Sprague, Warner & Company, the local distributors, declare that orders have been brisk and are growing all the time.

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Something About Cigarette Paper

A GOOD cigarette paper should give no perceptible smell or taste when the cigarette is smoked. This excludes the use of many vegetable fibres, and it may be confidently asserted that the only suitable fibres are those of flax, hemp and ramie. Cotton is particularly unsuitable, as it gives a lamp-wick smell. Wood-pulp is used only for the lowest qualities of cigarette paper.

The three available fibres must themselves be carefully selected, and only those which are soft and supple can be used with advantage. Special caution is required when they have been got from waste, such as dirty rags.

The best of the three is ramie, but it is so scarce and expensive that it can only be used for high-priced cigarette papers.

A good cigarette paper should have a rather bluish color. At the same time, those with a yellowish tinge are generally somewhat stronger, as they have not undergone such a severe bleach.

In some places, however, a colored cigarette paper is preferred to a white one, especially the maize-colored papers, usually produced by the use of salts of iron. These papers naturally give a brown ash. Of late, however, the same tints have been produced by means of coal-tar colors, and give the white ash preferred by many smokers. They impart no taste to the smoke. Iron salts do, and some smokers like the flavor.

Havana brown papers are used for countries where imported cigarettes have to compete with home-made cigarillos, which are just small cigars. They are colored with mineral pigments, or with any coal-tar colors which make the cigarette burn faster.

Pale blue, violet, or pink cigarette papers are very rarely wanted. They are always dyed with artificial dyestuffs.

Cigarette papers are usually divided into the following four classes:

1. Vellum papers, which have a uniform look through.
2. Laid papers, which in the look through show crossing lines, produced, as in similar paper made for writing purposes.
3. Papers with a genuine water mark, lettered or not, formed by the dandy roll.
4. Papers with a mark impressed on the finished paper.

It is impossible to make a cigarette paper too thin, so long as it will hold tobacco, and the best sorts weigh no more than about 150 grains per square yard. At the same time, to get a square yard weighing less than 190 grains, it is indispensable to use very strong fibres, which burn badly. Such very thin papers may be used by cigarette smokers who make their own cigarettes, as the rolling up in the fingers is not such a severe trial to the strength of the paper as machine work is, especially with coarse-cut tobacco.

It is not always true that the thinner a cigarette paper is, the smaller will be the amount of the products of its combustion. At the same time, the idea has found expression in the production of very transparent cigarette papers, which look thinner than they really are. These papers now enjoy much favor in Russia. They cause bad tasting tobaccos to burn in such a way as to improve their flavor, and hence, no doubt, the preference shown them by people who do not know good tobacco.

Besides, the close texture of these very transparent papers make the cigarette go out the moment the smoker stops puffing. This may be a valuable property sometimes, if a man has to interrupt his whiff abruptly, and has plenty of matches.

For ready-made cigarettes, the paper should weigh from 200 to 250 grains per square yard, a weight which permits of their being made with a comparatively loose texture, and of their burning with consequent greater facility.

This varies from 1-1750th of an inch for a weight of 128 grains per square yard, to 1-600th of an inch for a weight of 25 grains per square yard, and it is very difficult to judge of the weight per square yard from the thickness of the paper, especially when the latter is estimated by feeling the paper between the tips of the fingers.

Many judges of paper have, nevertheless, extraordinary delicacy of touch. Porous, rough papers always feel thicker than close, very smooth papers of the same weight per square yard, and this must be allowed for. The weight per square yard is a rough test of the amount of gaseous products of combustion which will come from the paper itself, and reach the mouth of the smoker. Economical smokers will always prefer rather thick papers, as they are more combustible, and there is less waste of the tobacco.

This is an important factor in the case of cigarette paper. The great point to be observed by the paper-maker is to get the structure of the paper as nearly like to the tobacco leaf as possible, so that both will burn at the same rate. At the same time, it must not be forgotten that a very porous paper is a weak paper. Papers of the right degree of porosity do not blacken in smoking, and they insure the full aroma of the tobacco reaching the mouth. Impervious papers cause the smoke to reach the mouth with a bitter taste. Far too little attention is paid to these vital points, simply because it is impossible to make a properly porous cigarette paper at any great speed. Hence, closer papers, which permit of a far greater output, are those most generally made. With such papers it is impossible to make really good tasting cigarettes, be the tobacco what it may.

It is evident that a good cigarette paper must burn freely, and require no relighting, even if laid aside for a time.

Here, however, the tobacco plays an important part as well. There are cigarette tobaccos, or rather tobaccos sold as such, which will not burn well in any paper.

It should also be mentioned that the fact that a paper burns well and uniformly is practically a guarantee that it will not impart any taste or smell of its own to the smoke. The paper should burn without the least blackening or other change of color.

Considerable porosity of the paper is an indispensable condition for proper combustion, for the air must reach the tobacco through the paper as well as from the ends of the cigarette. Imperfect combustion contributes to the formation of pyridines, which blacken the paper (very inferior paper will char of itself), and spoil the taste of the tobacco utterly, so far, that is, as smokers who appreciate good tobacco are concerned. A smoker of shag will possibly prefer the pyridine taste, and think it is a proof that the cigarette is value for money.

There is no error more common in judging a cigarette paper than by the amount of ash, and even experienced cigarette smokers test the paper by setting fire to a bit of it, and seeing if it leaves much or little ash.

When we consider that tobacco itself makes a lot of ash, which, of course, adds itself to the paper ash, and also that none of either ash reaches the smoker's mouth, much less his lungs, we see how false the test is. It is utterly immaterial, so far as the smoker is concerned, whether the paper makes much or little ash. On the whole, papers making plenty of ash are to be preferred, because the more mineral filling there is in the paper, the less will be the

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Something About Cigarette Papers

(Continued from Page 23.)

amount of gas produced by its combustion—i. e., of gas likely to interfere with the aroma of the tobacco. So long, then, as the paper will hold the tobacco, the more ash it makes, the better.

Certain fillings are essential to secure proper combustion of the paper, and all are perfectly harmless to the smoker, and make plenty of ash. They are mainly carbonate of lime and carbonate of magnesia, and if any of the ash does get into the mouth, it must be remembered that both of these substances are used medicinally to a large extent in cases of indigestion. It is very rare that any other mineral filling is employed for cigarette paper.

Many smokers attach great importance to the look and general character of the ash, as well as to its quantity. In testing a cigarette paper, they light one end of it. Some expect the ash to be very light, and fly up as the paper burns. Others desire the exact opposite, wanting a heavy ash, that falls straight down on to the floor. Some like the ash to cling together, others wish it to fall asunder at once. There are smokers who think ash ought to be white, and smokers who think it ought to be gray.

Now, it must be stated once and for all that the color of the ash is utterly immaterial, and that the burning of a paper cannot be of any use in determining the value of that paper when there is tobacco inside it, when the paper burns without flame and without free access of air.

There are cigarette papers which when lighted give a black ash and a disagreeable smell of saltpetre, and yet the same papers when smoked with tobacco inside give a white ash and no disagreeable taste or odor whatever.

All highly combustible papers containing saltpetre give a black ash and a stifling smell when burnt separately, and tobacco does the same if burnt in the open and the fumes are received without the intermediancy of a pipe or other conveyor. The case is quite different when the access of air is regulated by an enclosure of wood, meerschaum, paper, or tobacco leaf.

The lightness of the ash above alluded to is a perfectly valueless property. It can be easily secured by adding to the pulp from which the paper is made certain sulphates, which are, at least, not calculated to improve the health of the smoker.—"Cigar and Tobacco World" (London).

Blue Cross Society May Jolt Doctor Pease

Doctor Pease, head of the New York Anti-Smoking Society, will find no cause for joy in the announcement of the Blue Cross Society in England. It is stated that the purpose of this society which is composed of juveniles, is to collect smoking material for convalescent soldiers.

Correspondents report that they have seen General French walking along the battle lines in France smoking a cigarette as calmly as if he were on a mere inspection tour on a parade ground.

During the Boer war one of the Christmas presents from royalty to the soldiers in the ranks was a pipe for each man.

It has been found that soldiers who are accustomed to smoking lose some of their efficiency when forced to do without their tobacco.

Partnership of Rodriguez & Teijeiro Dissolved

Rodriguez & Teijeiro, who have been manufacturing cigars at 109 Fulton Street, New York City, have dissolved partnership, the combined business having been taken over by E. Teijeiro. Mr. Rodriguez, it is expected, will shortly open a clear Havana factory under his own management.

CHICAGO

(Continued from Page 22)

"Frat" cigar, made by Jeitles & Blumenthal, is being pushed this week by George C. Knight, the well-known Loop dealer. The cigar is the leader of Mr. Knight's five-cent lines and he is pushing the cigar with a window display and interior display, and a behind the counter word to mouth campaign, directed at customers who want "some good five-cent cigar." Mr. Knight has had much success along this line.

Charles L. Miller, one of the largest dealers in the southwest corner of the Loop district, is closing out his pipe department this week, and will give all his attention to regular cigar, cigarette and tobacco business. He has placed a large and excellent line of pipes on sale at low prices, in order to move them out of his store.

Albert Breitung is one of the dealers in this city who is abreast of the times enough to get his windows decorated early for the holiday trade. In all of his stores this week appeared excellent displays, which are as clever as they are carefully designed to advertise goods.

The National Cigar Store, in the First National Bank Building, has always been strong on pipe displays, but the display which is in this week is a little ahead of any which have appeared in the past. It is attracting much attention from shoppers.

G. W. W.

Billy Sunday Makes Harsh Attack on Smokers

Whether fierce denunciations are in keeping with religious meetings or not may be a question in the minds of some, but not in Billy Sunday's.

In one of Sunday's speeches in Denver some time ago, he is credited with an attack on tobacco users, in which he is said to have declared that in the final judgment the man who cuts his wife's throat will fare no worse than the man who smokes a cigar.

In referring to Sunday's attack on smokers in Denver, newspapers have printed the following from his speech:

"You are dirty, vile, and the devil has you on the hip. Unless you cease the habit, hell with all its blackened walls and brimstone floors will be your eternal resting place. No better fare or softer bed will be given the man who cuts his wife's throat than the man who smokes a cigar."

According to present plans Sunday is slated to appear in Philadelphia some time after the first of the year, but he will receive no welcome or support from smokers. This sort of cheap abuse has no place in the pulpit and as a contemporary has well said, "Good church men ought to blush for being found in such company."

There are many smokers among lay members of the different sects as well as among the clergy, there are many men who smoke who belong to no religious body, but who live clean moral lives, and such attacks as the one quoted above should not be condoned by those who seek Sunday's efforts for moral and religious uplift.

When it comes to campaigning against the use of tobacco, Sunday should "stick to his last" and leave that part of the work to such past masters in the art as Wilbur Glenn Voliva and Doctor Pease.

Alcock Brothers to Move Uptown

Alcock Brothers, proprietors of the billiard parlor and cigar store, Bever and Liberty Streets, Wooster, O., have made arrangements whereby they will, about December 1st, occupy the Liberty Street location, formerly occupied by the Modern Pharmacy, conducted by Proctor & O'Hail. It is thought that as the new location is in the heart of the business district, that the move is an advantageous one.

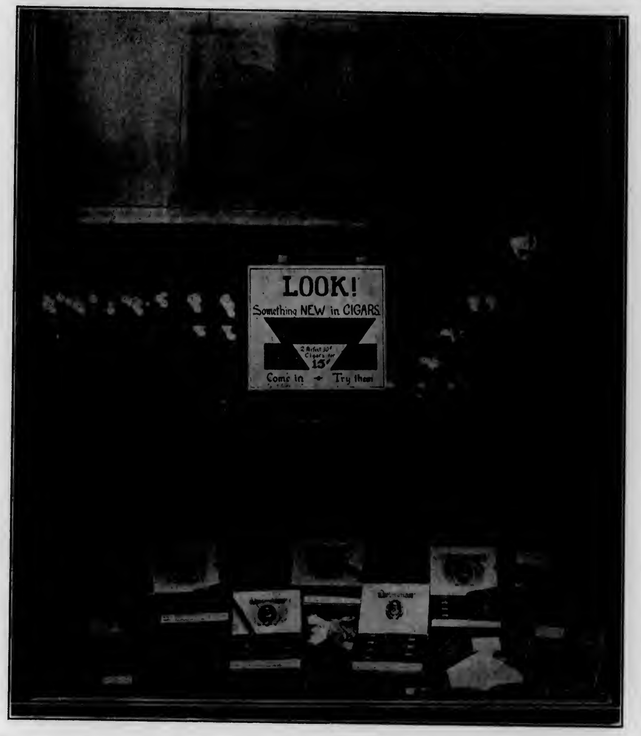
Handsome Display of New "Reynaldo" Sizes

This handsome display of the new "Reynaldo" Duet size, two cigars in one, recently appeared in a window of the well-known New York house of H. T. Dewey & Sons Company, 138 Fulton Street. Needless to say, the results fully justified the display.

Luckett, Luchs & Lipscomb, the manufacturers of the "Reynaldo" and other well known brands, are highly pleased with the way the new cigar is taking with the public, and its popularity in a big way is predicted.

Aside from being something new in the cigar trade, this size is an economic purchase for the smoker, as the "Reynaldo" which sells for ten cents straight and up, can be purchased in the Duet size at fifteen cents.

Similar displays on the "Reynaldo" Duet are being made in several sections of the country, and the orders to the factory for this size are exceeding expectations.



Trade Jottings

Morris D. Neumann, of the firm of Neumann & Mayer, reports a steady flow of orders on the "El Tello" and "Bella Mundo" brands.

Word is received from the W. A. Davis Tobacco Company, Syracuse, N. Y., that the "Rocky Ford" cigar, manufactured by the Union-American Cigar Company, Pittsburgh, Pa., is proving very successful in that city.

Garret D. Ryan, who formerly worked in the cigar manufacturing business in Northampton, Mass., has opened a cigar factory in the Cote Block, Second Street, Greenfield, Mass.

George Walton, who during the past year conducted a billiard hall and cigar store at Columbia City, Ind., has sold out his business to Albert C. ("Kid") Ross, a wrestler, well known throughout the State of Indiana.

The newest brand to occupy the attention of Oscar H. Gassman, Cincinnati, O., is the "Pinzon," manufactured by the M. Perez Company, of Tampa, Fla. The "Pinzon" is being handled in seven sizes, from five cents to three for fifty cents. Mr. Gassman states that a very satisfactory sale is being done on the brand.

Stamp Tax Rules Ready

WASHINGTON, November 13, 1914.

Regulations under the war revenue tax law have been prepared by the Commissioner of Internal Revenue, it was learned today, and will be issued some time next week. These regulations deal with the stamp taxes which become effective on December 1. The stamps are now being prepared by the Bureau of Engraving and Printing and a supply will be furnished all the collectors of internal revenue by December 1.

It is understood that the Government will not require wholesalers to place the stamps on the goods they have in hand on December 1, but the wholesalers will be permitted to sell these goods to the retailers untaxed and the Government will hold the retailers responsible for affixing the stamps before the goods are sold to consumers. After December 1 the stamps will be affixed by the manufacturers of the goods.

CAPITOL.

"United" Gets Burglary Insurance

The New England Casualty Company, through its Boston office, has recently made a contract for writing burglary insurance for about 700 stores of the United Cigar Stores Company. The contract is one of the largest of its kind ever made in this country. The premium is said to be about $16,000.

Maybe the bold New York burglars will ease up on the New York stores of the "United" now.

Cleveland

Shields-Wertheim Busy on "La Saramita" Brand—B. W. Sanborn Stricken With Typhoid Fever—Hi Hammer Gives Town the "Once Over"

CLEVELAND, O., November 12, 1914.

ONE of the surprising features of the cigar industry in this section is the wonderful activity of the Shields-Wertheim Company. It is impossible for them to keep abreast with their fall and holiday business. Many new jobbers were added this summer, and all in all they are keeping the factory taxed to its capacity. "La Saramitas" and "Saramita Fives" in the language of James B. Shields are the same to the dealer as sugar is to the housewife.

A. J. Street, one of the Shields-Wertheim Company's salesmen, just completed a campaign with their jobber, Sam Feiman, at Canton, which was a huge success. Mr. Feiman reports the "La Saramita Tens" and "La Saramita Fives" are the biggest sellers in the territory.

Joe C. Leverance is only hitting the high spots in the West. Joe says this will be the biggest trip of his career.

Bert Smith, the Middle West man, has shown a vast increase and is certainly making the famous "La Saramita" the real selling cigar in this territory.

Fred P. Shields, Eastern representative for the Shields-Wertheim Company, is showing a vast increase in that territory.

Dick Cuthbert and Billy Blaschke, two of the Shields-Wertheim Company's local men, have no complaint to offer as they are getting their share of the business.

Geo. B. Scrambling Company have been showing nice results on the Montoro brand, 10-cent goods, and the Montoro factory smoker, 5-cent cigar. The new 5-cent "Owl" is showing up good; also the "Robert Burns."

Herbert Stace, of Stace & Vincent, reports an increase in business on "La Saramitas" in their retail stores.

E. Schonberger, the cigarist on Bond Street, had a very attractive window display on "La Saramitas" last week.

Mr. Schonberger is one of Cleveland's young cigar dealers and is building up a big business in this locality.

B. W. Sanborn, manager of the Hippodrome Building store for Pyle & Allen Company, has been confined to his bed for the past several weeks with a severe attack of typhoid fever. Mr. Sanborn is one of the best-known cigar men in the city, and his host of friends wish him a speedy recovery.

During the absence of Mr. Sanborn, W. L. DeVerna, his assistant, will be in charge of this stand.

Chas. Schuethelm, with the "smile that won't come off," one of our old and stable cigar men who has charge of the cigar department of the Arcade stand of the Standard Drug Company, reports big increase sales on "Saramita Fives" and "La Saramita Tens."

Eddie Wodiska and Hi Hammer, of Corral y Wodiska Company, were in town the past week.

D. Benninghoven, of Brunhoff Manufacturing Company of Cincinnati, was here the past week calling on the trade.

Trattner Brothers & Zeigler, featuring "La Saramitas" and other brands of the Shields-Wertheim Company, are perfectly satisfied with the sales on these goods and business in general.

Ernie Woodruff, of the Geo. B. Scrambling Company, was in town the past week.

Ben Johnson has leased the rear room of the Hippodrome store of the Pyle & Allen Company and is featuring a high grade line of candies. This store has an entrance into the cigar store as well as into the Hippodrome Building itself.

Baer-Wolf Company report business as extremely good. Among the brands that are enjoying a big sale with this firm are "El Sidelos," "Judge Howell" and "Decisions."

Mr. Allen, of Pyle & Allen Company, was in Detroit the past week.

Ed McKettrick, the "Melachrino" cigarette salesman, was about town last week.

Mr. Wertheim, of the E. M. Schwartz Company, was also in town.

Verne Owen, the youngest cigar store manager in the city of Cleveland in charge of the Fred G. Gollman Company's stand at 742 Euclid Avenue, is fast coming to the top of the ladder and promises to be one of the most popular cigarists in town.

All the stands of the Fred G. Gollman Company are enjoying exceptionally fine business. Especially is this true of the cigar stand in the Arcade managed by Jack Curry. Jack has a host of friends and daily adds to their number.

Morris Glucksman's Leader Building stands were taxed to their capacity election night, as thousands upon thousands of people were jammed all around the building. Election returns were being thrown on a screen here and thus attracted such a vast crowd. Mr. Glucksman reports it as being the biggest day he ever had.

George Bassett is continuing his big success in his Prospect Street store and tells the writer that he contemplates taking a vacation as soon as the holiday business is over. Mr. Bassett will spend a few weeks on his land in the Isle of Pines.

JERRY.

Trade Warned to Look Out for Imposter

A. J. Simpson, treasurer of the well-known jobbing house of Best & Russell, of Chicago, writes "The Tobacco World," asking that the trade be notified to avoid any person representing himself as Harry W. Simpson, and claiming to be his brother.

Mr. Simpson states that such a person, who has been calling upon the cigar, cigarette, tobacco and snuff manufacturers, and in some instances secured money, is an imposter.

The matter is now in the hands of the New York Detective Bureau.

Melachrino & Company Find Cigarette Trade Good

R. M. Ellis, vice-president of M. Melachrino & Company, states that cigarettes of merit such as his firm puts out, moves well with the trade and that the past season has been a satisfactory one.

The Melachrino Company, together with that of the Nestor Gianiclis Company, and the Surbrug Company, have been putting out some advertising literature that has attracted wide-spread attention to the various brands.

The sales on "Milos," "Nestors" and "Melachrino" cigarettes are reported to have been shipped in heavy quantities during the first days of the month, proving that the demand on these well-known brands has not been affected by depression in other lines.

M. W. Berriman, of Berriman Brothers, made a quick trip out to their Chicago headquarters last week. Mr. Berriman states that their business has been by no means backward and looks forward to a holiday trade which will be quite up to the mark.

TOBACCO EXHIBIT AT FEDERATION OF LABOR CONVENTION

Herewith the exhibit of the United States Tobacco Company in Horticultural Hall during the Thirty-fourth Annual Convention of the Federation of Labor. "Jack" Fowler, factory representative for Philadelphia and adjacent territory, is shown in the foreground. Mr. Osterloh, of the factory at Richmond, is seated.

THE illustration herewith shows the display of the United States Tobacco Company in Horticultural Hall during the Thirty-fourth Annual Convention of the American Federation of Labor.

Callers at the booth have received many thousand one-half-ounce packages, old and new cut, of "Central Union," "Campbell's Shag" and "Epicure" brands.

On Friday evening during the monster parade more than 1000 packages were distributed. In this connection huge banners were carried in the parade, showing the seal of approval, and creating a stronger demand among the local dealers for these union-made brands of smoking and chewing tobacco.

The exhibit was in charge of "Jack" Fowler. He was assisted by Mr. Osterloh, of the factory, who came along from Richmond to get an insight into the selling end of the business.

During the parade there was a large representation of cigarmakers in line, numbering sections from all factories in the city marketing their goods under the union-made seal.

Another interesting display at the convention was that of Frishmuth & Company, of this city, who exhibited their "Green Goose" and "Rainbow" brands of chewing and smoking tobaccos. This firm is among the largest producers in their line in the country.

The Bloch Tobacco Company, of Richmond, Va., had an exhibit on their "Mail Pouch" brand, which is known from coast to coast. D. T. Dean, representative for Philadelphia County, was in charge. In this connection Mr. Dean can be found at Twenty-sixth and Poplar Streets, where upon request a supply of several kinds of advertising matter for the "Mail Pouch" brand can be obtained.

The Mission Cigar Company, 1322 Second Avenue, Seattle, Wash., report a good business on "Centropolis," A. Santaella & Company's latest product. Nick Poehlamn, proprietor of the Mission Cigar Company, states that the "Centropolis" is a good seller and is keeping well up in the race with some of the more established brands.

J. E. Cruse, formerly manager of the cigar and tobacco department of the Baltimore Bargain House, Baltimore, Md., and said to be an expert in his line, has assumed charge of the cigarette and tobacco departments of the firm of Henry Straus, Cincinnati, O., importers, jobbers and retailers.

Joseph V. Heinzle and John B. Carbonneau, both experienced members of the cigar trade, and formerly identified with the "United," Rochester, N. Y., are now doing business at 254 State Street, Rochester, N. Y., under the firm name of Carbonneau & Heinzle.

In summing up the sales for 1913 on the familiar "Webster" brand, manufactured by Y. Pendas & Alvarez, Tampa, Fla., the Grathwol Cigar Company, Minneapolis, Minn., found that all previous records had been broken. They now state that the sales at the end of the year 1914 will eclipse even those of 1913. There is no need to say anything further regarding the "Webster."

Charles L. Moyer Dead

CHARLES L. MOYER, for the past twenty years engaged in the wholesale and retail cigar business at 235 North Seventh Street, Reading, Pa., died recently of apoplexy at his home in that city.

The deceased was well known and a highly respected business man of Reading. His sudden death came as a great shock to his many friends.

Mr. Moyer is survived by a widow and one son. His mother and three sisters are also living. He was fifty years of age.

Mr. Moyer was a member of a number of fraternal orders.

Mitchell C. Pacholder

M. S. Pacholder, fifty-seven years old, and a well-known cigar manufacturer of Baltimore, Md., died recently at his home in that city from an attack of heart disease.

Mr. Pacholder was born in Germany and came to this country when a child. At the age of thirty-five years he was at the head of one of the largest tobacco manufacturing firms of its kind in the country.

As his prosperity increased, Mr. Pacholder became interested in charitable work and gave liberally to a number of organizations. He was a member of the Amicable Lodge of Masons, and of the Phoenix Club.

The deceased is survived by a widow and one brother.

William G. Baxter

William G. ("Billy") Baxter, one of the best known and most popular cigar travelers in the Middle West, is dead. For many years he was associated with the selling force of Grommes & Elson, Chicago manufacturers of the famous "Ben Bey" cigar. At one time he was a partner in the distributing house of Roper & Baxter, Cincinnati. When that firm failed he went with Grommes & Elson, and soon became one of the leading salesmen. He had a personality which was of material assistance to him in a business way, and hundreds of dealers saved their orders for him, it is said. His brother, Robert Baxter, is a member of a wholesale cigar house in Denver, Colorado. At the Chicago offices of Grommes & Elson on the northwest side it was said that the firm had lost a salesman who would be hard to replace. Many cards of sympathy have been sent to the factory by such friends as have heard of his death.

Ambrose Herkert

Ambrose Herkert, eighty-seven years old, retired cigar manufacturer, known throughout the city as a musician, died recently at his home, 2346 Jefferson Street. Thirty years ago he retired from active cigar manufacturing. He was a member of the Philadelphia Musical Association. His daughter, Mrs. Fred Cannon, with whom he lived, and four sons, George, Frederick, William and Harry Herkert, survive.

Joseph Brothers

Joseph Brothers, a pioneer business man of Cadillac, Mich., and for many years the owner of the Corner Cigar Store, in that city, died recently of cancer and complication. The deceased was fifty-five years old and was one of the city's most popular residents. He is survived by a widow.

Richard C. Brewer

Richard C. Brewer, a cigar manufacturer and dealer of Dayton, O., died recently at his home in that city after a long illness.

The deceased was sixty-two years old and few men were better known among the business men of the city. He was long identified with the cigar business and had a wide circle of acquaintances.

Mr. Brewer was born in Cologne, Germany, and came to this country when but three years old. He is survived by a widow and one daughter.

Fred B. Perkins

Fred B. Perkins, a former cigar manufacturer of Painesville, O., died recently of asthma, in Cleveland. The deceased is survived by one son and one daughter.

T. E. Stephens

T. E. Stephens, fifty-nine years old and a salesman for the National Cigar Company, died recently from a stroke of apoplexy at his home in Kansas City, Mo.

The deceased is survived by a widow, two sons and two daughters.

United Profit Sharing Stock Advances

The spectacle of anything advancing in price at times like the present is too picturesque to pass unnoticed. The "little wonder" which has confounded its critics and pleased its friends is the United Profit Sharing Company, which is an outgrowth of the United Cigar Stores Company of America.

The United Profit Sharing Company is advancing for the broad reason that it is doing an enormous business with a tiny capitalization. It has but 317,890 shares outstanding with a par of $1 each, or $317,890. And it is doing $10,000,000 at least of gross business, with prospects of doing so much more that judicial minded people expect to see its sales reach $20,000,000 within the next two or three years.

The company's business was really organized to handle the premium coupon business of the United Cigar Stores Company, the world's largest chain of retail tobacco stores. But United Profit Sharing has not been content with a solitary customer. It has branched out and within the last six months took an order from the Wrigley Chewing Gum Company for a billion or more coupons in 1915. Swift & Company have also been big buyers of United Profit Sharing coupons. There are a lot of other concerns, including producers of food products, wearing apparel and the like, who advertise United Profit coupons to their patrons.

It is estimated that Profit Sharing is earning today fully $1,000,000 net and that by the end of the first year the annual rate will be $1,250,000. This is obviously over $3 per share on stock with a par of $1 and now selling for $11 on the curb. The company is easily earning nearly 30 per cent. on its selling price.

United Profit Sharing was selling at about $8 per share before the war. Its advance of $3 in the teeth of current conditions is based on strong buying by inside interests who are enthusiastic about the company's future.

Greeley, Col., Cigar Store Changes Hands

H. C. Havener, who has operated a cigar store on Eighth Street, Greeley, Col., has recently disposed of the same to A. B. Noxon, of Colorado Springs. Mr. Noxon has leased a property in Greeley and as soon as alterations are complete the family will remove to Greeley.

Aaron Mayer, S. M. Frank & Company, recently visited Kansas City in the interests of his company's products.

E. V. Schnoor & Company to Cover Six States

THE new wholesale cigar and tobacco house of E. V. Schnoor & Company has formally opened for business and four salesmen have left Wichita to cover six states in the interests of the new firm. The salesmen who represent Wichita's first wholesale tobacco house will cover Kansas, Oklahoma, Texas, Missouri, New Mexico and Colorado.

The new firm plans to carry a stock of about $60,000, consisting of cigars, tobacco, pipes and smokers' articles. A new humidor with a capacity of 500,000 cigars is being planned in order to keep the stock in good condition. More men will be placed on the road from time to time.

The lines of cigars which this firm will handle include: "La Saramita," "Flor de Langsdorf," "Garcias," "La Venga," "La Afinidad" and Stachelberg brands. In the nickel goods the house will feature "Traveler," "John Ruskin," "Subway," "Leader," "Monogram" and "Little Langsdorf."

Seven years ago E. V. Schnoor came to Wichita from Vinton, Ia., and opened a cigar store at 419 East Douglas Avenue. Two years ago Lewis B. Solomon bought an interest in the firm, after which a jobbing department was added to the business. Since the jobbing line was taken up the firm has grown until it now operates six stores.

Milwaukee House Becomes Distributors for "Cuesta-Rey"

Such a splendid volume of business on "La Unica" cigars was shown to Cuesta, Rey & Company by the cigar department of E. R. Godfrey & Sons Company, Milwaukee, Wis., via the efforts of G. A. Tozer, manager, that the former company have acknowledged their approval by appointing Messrs. E. R. Godfrey & Sons Company state distributors of the "Cuesta-Rey" factory brand. "Cuesta-Reys" will be handled in ten sizes. H. A. Robst, specialty man of E. R. Godfrey & Sons Company, in company with Julius Kahn, factory representative, recently covered the state territory.

New Jobbing House for St. Cloud, Minn.

Charles Peterson, of Estherville, Ia., has announced his intention of entering the wholesale tobacco and candy business in St. Cloud, Minn. Mr. Peterson states that after investigation in the central and northern part of the state, he has decided that St. Cloud possesses many advantages as a distributing point.

Mr. and Mrs. Edward Hoffman Celebrate Golden Wedding

Mr. and Mrs. Edward Hoffman, of 4710 Grand Boulevard, Chicago, Ill., celebrated their golden wedding anniversary on the ninth of November with an informal reception at the Standard Club.

Mr. Hoffman is the founder of the wholesale cigar and tobacco firm of E. Hoffman & Son, which is widely known throughout the Middle West. Mr. Hoffman has resided in Chicago since 1857.

Both Mr. and Mrs. Hoffman were born in Germany.

"Mascot," packed fifty in tins is a new cigar being put on the market by the Mascot Cigar Company, Jacksonville, Fla. They have placed the brand in quite a number of stands locally.

Stickney-Hoelscher Company Conducts Unique Campaign

THE introduction of the "Little Barrett" cigar by the jobbing house of Stickney-Hoelscher Cigar Company, in St. Louis, aroused considerable interest by the unique manner of conducting the campaign.

October 1st, salesmen were started selling the brand, but notified their customers that delivery would not be made until the end of the month.

On October 28th, six large trucks drawn by four horses each and decorated with bunting appeared on the streets of St. Louis, announcing that the "Little Barrett" was now on sale. Each wagon carried musicians and the procession attracted much attention throughout the city. The demonstration was also carried on the following day.

As a result of the efforts of the salesmen when the public was notified that the cigar was on sale it was found that fifteen hundred stands in the city were prepared to handle trade on that brand on the opening day. The "Little Barrett" is a small edition of the "Lawrence Barrett" cigar, for which the Stickney-Hoelscher Company are sole agents.

The unique features of the campaign were handled by Edward C. Houlette, advertising manager of the Bondy & Lederer Company, of New York, manufacturers of "Lawrence Barrett," "Little Barrett" and "Tom Keene" cigars.

Paul Eaton to be New Wichita Jobber

Paul Eaton, for fifteen years a retail tobacconist of Wichita, Kans., has recently become the Wichita distributor for Niles & Moser, and will shortly open a stock room with a capacity for a $30,000 stock.

Mr. Eaton owns two of the leading retail stores in the city and will retain his office at 108 North Main Street. He will not dispose of his retail holdings.

Among the brands which Mr. Eaton will handle are "First Consul," "Preferencia," "Chancellor," "Cinco" and Niles & Moser's "Hand-Made."

It was with Niles & Moser fifteen years ago that Mr. Eaton started out to learn the cigar business. His new business arrangement with the firm was made after he had considered other propositions, which would have necessitated selling his interests in Wichita and moving away.

New Brunswick Firm to Enter Wholesale Field

Schneider Brothers, proprietors of the cigar store in the Elks' Building, New Brunswick, N. J., have branched out into the wholesale cigar and tobacco field and announce that they are now prepared to fill orders for cigars, cigarettes and tobacco.

This new move by the firm was made after extensive preparations and investigation of the field, and they announce that they are now prepared to handle all orders speedily.

Seattle Wholesaler Gets New Retail Stand

A. Phillips, a wholesale and retail cigar dealer of Seattle, Wash., has recently secured the location at W505 Riverside, and will open the place for business about November 10th.

The store will be entirely remodeled by Mr. Phillips and a new set of fixtures installed.

Detroit

Clerks Hold Meeting for Saturday Night Closing—David Wallace Dies Suddenly—New Hotel Tuller to Open November 17th—Mazer Cigar Company Gives Big Smoker

DETROIT, MICH., November 10.

LAST Friday night, twenty-five hundred Detroit retail clerks met at the corner of Adams and Grand Circus Park and paraded in a body to the Light Guard Armory, where a mass meeting was held, and enthusiastically refuted the theory that indoor employment has a detrimental effect on the lungs. With horns of tin and throats of brass they gave vent to their feelings. It was a demonstration arranged to give added impetus to the Saturday-night-closing movement, to infuse new energy into the ranks of its proponents, and it succeeded. While most of the clerks were from department stores, there were at least two dozen employed in cigar stores. While the Saturday night closing movement was one of the main features of the demonstration, other things talked of were: getting clerks better acquainted with one another, creating friendlier feelings, and binding them together into one strong, solid organization for the improvement of the trade, better working hours and better wages. It is planned to hold these meetings frequently this winter, and if possible to effect a permanent organization of 10,000 clerks.

Detroit's reputation as one of the leading centers for cigar manufacturing has once more been sustained. The month of October was the best so far this year for local manufacturers, and broke the year's record. During that period 29,009,100 cigars were made and 2,027,307 pounds of chewing and smoking tobacco. The actual receipts by the Internal Revenue Department show $87,027.30 for cigars and $162,384.58 for tobacco. As compared with last year, local manufacturers made during the same month: 30,914,863 cigars and 2,481,318 pounds of tobacco. Fell off a little this year, but really nothing in comparison to general conditions. It certainly proves beyond a doubt that Detroit-made cigars have a big following and that irrespective of times, smokers will stand by their favorite brands.

A petition in bankruptcy was filed ten days ago by the Klip Cigar Company, jobbers and manufacturers of cigars and confectionery, at 880 Grand River Avenue, Detroit. The schedule filed with the petition indicates assets of $4279.48 and liabilities of $1132.97. Most of the liabilities are to confectionery concerns. The company had three brands that seemed to be taking quite well with the small trade: "Klip," "Havana Luxury" and "Havana Crest."

Frederick T. Stimson, of Ann Arbor, Mich., filed a petition in the United States Bankruptcy Court on October 28th and was adjudicated. Mr. Stimson conducted a cigar emporium and a billiard hall. His statement as filed shows assets of $3404.69 and liabilities of $7075.74.

David Wallace, age seventy years, senior member of the firm of David Wallace & Sons, grocers and cigarists, on Woodward Avenue, died suddenly last week at his residence. He was in his usual health in the morning and in the afternoon went out into the country. Returning home at dinner time, he went into the basement of his home and shortly afterward was found dead on the floor by members of his family.

The opening of the new addition to the Hotel Tuller has been set for November 17th. At that time all of the floors will be finished and ready for use. The Tuller will then have over 600 rooms, and will be the second largest hostelry in the city.

The store of M. L. Tobias on Woodward Avenue, just north of the park, is exhibiting in its window the autopiano which will be given free in a contest for railway employees. The Tobias store is Detroit headquarters for all Liggett & Meyers premiums.

On the basis of $4.80 a year for retail tobacco dealers doing a business of $200 a year, Detroit will contribute a good share towards the war tax fund. It is doubtful if there is any city in the country with as many retail cigar stores (size of the town considered) as Detroit. Take our downtown district; it is actually dotted with cigar stores, and new ones are constantly being added.

The Hotel Pontchartrain carries the "H. Upmann" brand in ten sizes. It is one of the best selling brands, particularly among those who want selection and quality.

Ben Lesser, of F. Lozano & Company, passed through November 2nd, on his way East. Ben has finished his year's work and now plans to rest up and prepare for the 1915 season. He will start out for the new year immediately after January 1st. "This is the best year I have ever had, and this is really a surprise to me when I take general conditions into consideration," said Mr. Lesser.

Charles C. Hinz has opened a factory for the manufacture of cigars in Munsing, Mich. It will be on a small scale to start with.

By the first of December, the E. M. Harris Company will have another store in operation on West Fort Street, in the Moffat Building. A long lease has been taken on the store formerly occupied as the bond section of the Security Trust Company; a few slight alterations will be made on the front, making it more presentable, and the fixtures will be installed so as to be ready for opening the first of the coming month. This store will in reality be No. 3 and will replace the present Woodward Avenue store, which the Harris Company vacates by May 1st next, owing to its lease having expired. The two other Harris stores will be located in choice sections of Detroit; one will be in the new David Whitney Arcade, and will open about the first of the year; the other will be in a new building which is to be erected at the corner of Woodward Avenue and Gratiot; the store will face Gratiot Avenue, and be a stone's throw from the corner. The Harris Company has three members who are all active in the work, and it is very likely that each man will be responsible for one store.

T. H. Perry Company, 602 Scherer Building, Detroit, comes out with the announcement that he will sell 100 "Broadway Wonder" cigars for $1.50, by parcel post, prepaid. In his announcement he requests that goods be ordered by mail, and that in fact, the offer is good only through the mail.

Fully up to expectations was the smoker given by Henry and Jacob Mazer, of the Mazer Cigar Company, at their new factory on Grandy Avenue, Saturday evening, October 31st. Although the affair was not scheduled to start until eight o'clock, there were several people on hand as early as seven o'clock. By the time the doors opened, there was a crowd of a thousand people, and by eight-thirty the crowd grew to such large proportions that they were being packed in like "sardines." The affair was an occasion for two events; one was the opening of the new addition to the Mazer factory, which doubles the capacity of the plant; and the other was the awarding of the $875 automobile in the contest which has been conducted for the past eight weeks. A Highland Park fireman was the winner of the automobile. The choice was made by drawing envelopes,

(Continued on Page 36)

The Salesman's Point of View

NOTHING is more important in all departments of merchandizing than the mental attitude of the salesman or employe. Self-confidence begets confidence. The employe who has confidence in himself inspires confidence in others. Suggestion is one of the most powerful agencies in existence. It is only necessary to suggest lack of capacity or power to bring all its baneful influences into action. No one is ever rated any more highly than he rates himself.

This is particularly true in dealing with customers. The customer is quick, to detect signs any of lack, of confidence or a suggested lack of capacity in dealing with any of the problems of salesmanship. This is a long remove from the self-conceit which is usually the outcome of ignorance. This variety of confidence is aggressive and unpleasant and strikes at the very root of successful salesmanship. The ignorantly aggressive clerk, does not get very far before his pretensions are discovered and his last condition is worse than his first.

The customer, however, enjoys dealing with a salesman who is well informed, not only generally, but in the particular line with which he is engaged. Customers often require information and advice, and will soon learn to avoid the salesman who volunteers haphazard information. The well-informed clerk not only inspires the confidence of his trade, but in nine case out of ten will sell a larger bill of goods than the clerk who is not able to assist the customer in his selection.

Even in a general way a confident manner is contagious. Employers do not always have the time or opportunity to delve and discover a salesman's abilities. The person who is always underestimating himself will usually be underestimated. If he does not let others know what he can do he has only himself to blame if he is not asked to fill a responsible position. If a man is able to fill the job ahead he should show himself willing and ready to do it. Confidence of the proper sort begets not ambition, but the energy and the courage to make it a reality.

There are many proverbs in circulation to the effect that "a rolling stone gathers no moss," and that steady plodding counts. These scraps of advice, as usual, require to be taken with many qualifications. Plodding, for instance, to be most effective must be combined with the exercise of brain power, energy, foresight, and the other faculties which go to make up success in any line of commercial activity. "Steady dropping may wear away a stone"; but there must be no diminution in the continuity or the amount of force which is being exerted. The danger with the steady dropping process is that it may become a drag unless enthusiasm is at the same time kept up to concert pitch.

A change is often a good thing. In fact, it is sometimes the only way to discover one's proper field or to secure the proper remuneration for one's services. The person who is continually changing, however, is constantly beginning over again and is losing the accumulated results of efforts already made. Circumstances may arise where a change is advisable, but there should be no self-deception in this respect, and the necessity should be most carefully considered.

Dependability in one's daily work is one of the sure stepping stones to success. There are lots of salesmen who will work when the boss is looking, but who are perfectly willing to take it easy when no one is in sight. Salesmen of this variety forget that they owe a duty to themselves as well as to the proprietor. Growth is only possible by the exercise of the faculties. How to make the most of one's self is a much more worthy ambition than to see how little one can do for the salary received. The proprietor, too, soon learns to know whom he can depend upon to take an interest. This often furnishes the secret of deferred promotion and salary advancement. To do a little more than is expected of one is not such a bad principle after all. The exact measure idea is fatal all along the line. It simply means than an employe cannot be depended upon in an emergency.

It is not at all hard to find employers who do not appreciate an employe's best efforts. Suggestions are looked upon with suspicion, and the whole tendency of the institution is to make one feel that he is of small account, or lacking in mental capacity. Anything that looks like originality is squelched at the very first indication. The proprietor evidently has a mania for being regarded as "the whole works." Any energy which is exerted must be along certain lines approved of at headquarters. Nothing alse will be entertained for a moment.

Energy or push are impossible under such conditions. The very essence of inventiveness and versatility are their spontaneity. There must also be an air of cheerfulness and encouragement in order that these shall be at their best. Grouchiness and suspicion chill enthusiasm at once.

Employes, like people in other situations in life, grow by the measure of responsibility which is placed upon them. The muscles grow only by exercise and the same is true of the mental powers. The salesman who finds himself in such an establishment can depend upon it that little or no mental expansion is taking place, and that he is not getting the most which should be got from such a position in the way of useful experience. "Grow or Go," is a very good motto in such instances.

In many of the big stores the clerks set their own salary after the start. In other words, the clerks are judged by results and rewarded accordingly. Of course, you are judged on other things besides sales, but the amount of your sales is of utmost importance.

You must feel that your store is the best store, your merchandise the best, your business methods right. This feeling of confidence gives a fortress of strength.

You must make an impression upon your customers. Get to know their wants, their names and addresses.

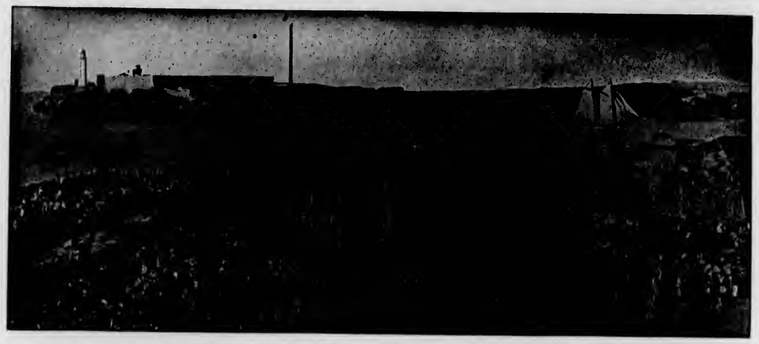
Remember that the relationship of employer and employe cannot be too close in a business sense.

"Havana Ribbon" Gets Boost in Milwaukee

Quite a good deal of publicity locally, has been accorded the well-known "Havana Ribbon," manufactured by Bayuk Brothers, Philadelphia, Pa., by the Knell & Prengel Company, Milwaukee, Wis., who have been advertising this brand to a large extent through street car signs and window displays. The Knell & Prengel Company were ably assisted recently in their work on "Havana Ribbon" by C. W. McFarland, of the Bayuk Company, who spent ten days in Milwaukee in the interests of the brand.

Bobrow Brothers' Products Featured in Buffalo

Bernhard Miller, 152 Exchange Street, Buffalo, N. Y., is a live booster for Bobrow Brothers, Philadelphia, Pa. Mr. Miller is featuring for holiday trade the company's well-known "Bold," twenty-five packed in an inviting tin. "Buddies," "Discriminators" and "Recall," manufactured by Bobrow Brothers, are jobbed by Mr. Miller in Erie and Niagara Counties. Mr. L. M. Waters, of the factory, recently paid a visit to Mr. Miller in connection with his company's brands.



The Cuban Market

From Our Exclusive Bureau

Havana, Cuba.

HAVANA, November 7.

THERE has been more animation in our market during the past two weeks, if we look at the number of bales sold, but the bulk of the transactions consisted of low grades, such as Vuelta Abajo colas and loose leaves of Remedios, which were taken for export by the Spanish Regie, and our local cigarette manufacturers. Prices for these classes have advanced, and may go higher still in the course of time. American buyers evidently are delaying their visits to our market, perhaps in the hope of being able to purchase more advantageously after the turn of the year. While of course it is impossible to forecast the market with absolute certainty, we cannot deviate from our previously expressed opinion, that we are looking for a better demand in 1915, and with a corresponding rise in figures, as soon as we shall see a larger influx of American buyers in our city.

We have not heard of any transplanting having commenced, although undoubtedly there will be some setting out of seedlings during this month. The reason given to us why this has not been done before, was that some seedlings were destroyed by the frequent rains last month, and also that the grounds had been too wet to admit of planting. In any event, the acreage planted to tobacco this season will be very small, as the monetary conditions have not changed and there is no enthusiasm as in former years to try and raise a crop in 1915.

A couple of American leaf buyers have been our principal buyers, while the American manufacturers have continued their policy to lay in just enough stocks to cover their most pressing needs. Trade with South America is very slack, also owing to the financial crisis in those countries, and even Canada has not commenced to purchase its usual supplies of our leaf, while of course Germany is entirely out of the race, as England has made it impossible to ship goods through the neutral countries. The buyers for the Spanish Regie appear anxious enough to secure more goods, but unfortunately they are handicapped by the scarcity of steamers to carry the bales of leaf. We have heard that hey have 4000 bales, duly marked and baled with cloth, but that the Spanish steamer "Buenos Aires," of the Transatlantic Line, which arrived here from Vera Cruz, bound for Spain via New York, refused to take any cargo here, as she would be able to obtain better paying freight from New York. As this company receives a subvention from the Spanish Government, it is hard to understand why it refuses to take government tobacco from here.

Sales during the past fortnight totaled 16,024 bales, consisting of: Vuelta Abajo and Semi-Vuelta, 8816; Partido, 1963, and Remedios, 5245 bales.

Buyers were: Americans, 4704; the Spanish Regie, 4000; shippers to South America, 100 and our local manufacturers of cigars and cigarettes, 7220 bales.

Exports of leaf tobacco from the port of Havana, from October 19th to October 31st, amounted to 6799 bales, which were distributed to the following countries, viz.: To all ports of the United States, 6448; to Canada, 104; to South America, 229, and to the Canary Islands, 18 bales.

Receipts of Leaf Tobacco From the Country.

For two weeks ending Oct. 29, 1914.			Since Jan. 1, 1914.	
Vuelta Abajo	12,963	bales	182,000	bales
Semi-Vuelta	2,074	"	33,384	"
Partido	394	"	12,944	"
Remedios	14,708	"	152,369	"
Oriente	27	"	1,449	"
Total	30,166	" Total	382,146	"

Buyers of Leaf Tobacco That Come and Go.

Arrivals—From New York: Otto and O. W. Sartorius, of Sartorius & Company; Harry Welcher, of Welcher Brothers.

From Chicago: Emil Wedeles, of Wedeles Brothers; Harry Landfield, of Landfield & Steele, and E. Livingston, of E. Livingston.

From Tampa: Emil Berger, of the Tampa-Cuba Company; M. Pendas, of Y. Pendas & Alvarez, and Francisco Arango.

From Key West: John Wardlow, president of the Ruy-Lopez Company.

From Dayton, O.: Joseph Weinreich, of Joseph Weinreich.

Departures—To New York: Max Schwarz and Harry Welcher.

To Chicago: Emil Wedeles and E. Livingston.

To Dayton: Joseph Weinreich.

To Key West: John Wardlow.

Leaf Tobacco.

Sobrinos de A. Gonzalez bought and sold 6389 bales of leaf during the month of October, which includes their purchases for the Spanish Regie.

Abe Haas, the well-known tobacco planter of Camajuani, Santa Clara Province, has come to Havana for a short stay.

Jose C. Puente, senior partner of Jose C. Puente & Company, received the sad news by cable on the twenty-sixth ultimo, that his father, Don Andres Puente, had entered into rest, in Covadonga, Asturias, at the age of ninety-one years. Don Jose has the sympathy of all his friends, and in which we join sincerely.

(Continued on page 33)

The Cuban Market

(Continued from Page 32)

Senator Manuel A. Suarez y Cordoves deserves the thanks of cigar manufacturers and leaf dealers for his indefatigable and disinterested labor in our Senate, pushing through his project of allowing a bonification of $10 per thousand cigars exported by the manufacturers, and 5 per cent. on the value of leaf tobacco exported by dealers, as well as guaranteeing the war risk to shippers of merchandise from here, up to the extent of 75 per cent. of the cost, free of charge.

Leslie Pantin was the biggest shipper of cigars, per steamship "Havana," to the tune of 104 cases, or 371,250 cigars, naturally excluding the Trust. He also bought 575 bales of leaf in the last two weeks for account of his Northern customers.

The Holland-American Line has advised its clients that it will receive freight to the Netherlands, but the shipper will have to swear that the goods are intended bona fide for consumption in Holland, and cannot be exported to any other country. This knocks the idea of being able to ship to Germany in the head.

Cigars.

We herewith submit the figures of our exports of cigars, from the port of Havana during the month of October this year and the previous one, according to our official custom-house returns:

From October 1 to October 31, 1913,	20,390,700	cigars
From October 1 to October 31, 1914,	8,903,755	"
Decrease in October, 1914,	11,486,945	"

The decrease by countries in the month of October, 1914, has been as follows, viz.:

Great Britain and Ireland	4,816,083	cigars
United States	3,217,264	"
Germany	1,649,383	"
Canada	1,167,260	"
France	902,400	"
Argentine Republic	270,110	"
Belgium	82,375	"
Austria	70,010	"
Uruguay	60,094	"
Italy	52,500	"
Bermuda	38,250	"
Australia	37,800	"
Total	12,363,529	"

The increase by countries in the month of October, 1914, was as follows, viz.:

Spain	444,264	cigars
Denmark	329,700	"
Spanish Africa	77,410	"
French Africa	42,500	"
Gibraltar	39,745	"
Total	933,619	"

The total exports of cigars from the port of Havana, for the first ten months of both years, are as follows, viz.:

From January 1 to October 31, 1913,	150,630,856	cigars
From January 1 to October 31, 1914,	107,221,789	"
Total decrease during the first ten months of 1914,	43,409,067	"

Our nine principal consuming countries, which import over one million cigars from us annually, now show the following changes, viz.:

Decreases.

Great Britain and Ireland	17,098,217	cigars
United States	11,263,329	"
Germany	6,342,237	"
Canada	4,078,260	"
Argentine Republic	2,316,941	"
France	2,035,617	"
Chile	1,380,793	"
Australia	598,383	"
Total	45,113,777	"

Increase.

Spain	2,891,550	cigars

From the above figures it can be seen in what sore plight our cigar industry is still put in, and that the heralded prosperity of the United States has not come our way yet. Our smaller factories naturally suffer the most, although we have heard of one exception. From reliable sources, we have learned that the "Belinda" factory has shipped 20 per cent. more cigars to the United States during the first ten months of this year, than in the entire twelve months of 1913.

H. Upmann, Romeo y Julieta, Partagas and Punch are working strong, considering the changed conditions, as they have still enough holiday orders on hand to be executed, but all the other factories are suffering from the want of orders, and there is no relief in sight, unless the European war should come to a close sooner than most people think of.

Shippers of leaf tobacco above 200 bales, during the last two weeks, were:

Sobrinos de A. Gonzalez	3431	bales
Virgilio Suarez	1349	"
Leslie Pantin	862	"
Manuel Suarez	823	"
Maximilian Stern	643	"
Havana Tobacco Stripping Company	624	"
Sidney Rothschild	557	"
J. Bernheim & Con	535	"
Ernest Ellinger & Company	520	"
Bridat & Company	388	"
F. Rocha & Company	291	"
Mark A. Pollack	281	"
I. Kaffenburgh & Sons	257	"
Jose Suarez & Company	219	"
Hijos de Diego Montero	208	"

ORETANIV.

Big Fire Sweeps Yocum Brothers Factory

A portion of the large cigar manufacturing plant of Yocum Brothers, Reading, Pa., was recently gutted by fire, when a blaze which started in a nearby lumber yard burned several shops and dwellings and the cigar factory, totaling a loss of $130,000.

The factory of Yocum Brothers had four hundred men, women and girls working in it at the time the fire was discovered, but owing to the efficiency of their fire drill all were removed from the building without difficulty. Yocum Brothers' loss is estimated at $100,000. This is practically all covered by insurance and it is expected that within ten days the factory will be working again.

Yocum Brothers are manufacturers of the famous "Y-B" cigar.

Tampa

Cuesta, Rey & Company Enjoy Fine Business—"Jose Vila" Orders Keep Factory Busy—Big Leaf Shipment Reaches City

TAMPA, November 9.

GIVE the smoker what he wants and the sales will take care of themselves," is the doctrine of the Morgan Cigar Company, manufacturers of the well-known "Juan de Fuca." Mr. Morgan states that he always endeavors to procure the tobacco which will give the best results in the manufacture of the company's product. That the doctrine mentioned has been successful, goes without saying, if one is to judge by the popularity of the brand in question.

Cuesta, Rey & Company recently closed one of the most successful weeks in the history of the company. "Hard times may exist somewhere," said B. J. Mays, of the company, "but this is not indicated by any decrease in demand for our cigars."

A number of holiday orders is being booked by F. Garcia & Brothers.

Rush and bustle is the order of the day at the big factory of Berriman Brothers to keep up with the numerous holiday orders coming in on the company's very popular "Jose Vila." Matthew and Edward Berriman are kept busy at the New York and Chicago headquarters, with Manuel Sanchez, of the factory, attending to the local line-up.

Celestino, Vega & Company are very much gratified with the number of orders being received on the "La Venga," known as "A Real Havana Cigar." They state that 1914 will show extremely satisfying gains.

Corral, Wodiska & Company, manufacturers of the splendid "Julia Marlowe" brand, report that they are now manufacturing 50,000 cigars a day, the majority of them being packed under the "Julia Marlowe" label.

Some nice orders on "Van Dyke" cigars are being received by M. A. Gunst & Company.

E. D. Moore, formerly in the employ of Val M. Antuono, at Tampa and Lafayette Streets, has been appointed to the managership of the three cigar stores of Eli Witt. Mr. Moore, in addition to being one of the most successful of the younger cigar salesmen in the city, is also one of the most popular.

Relative to the trouble recently experienced between Val M. Antuono and his workmen, the same has now been adjusted, according to Mr. Antuono. He states that an agreement, satisfactory both to himself and workmen, has been reached whereby he will pay $17 per thousand for the new cigar which was the source of the trouble. Those employees who were discharged have been reinstated and it is hoped that everything will go on satisfactorily from henceforth.

Numbered among recent visitors to Tampa was Tomas Mederos, of Tomas Mederos & Son, large leaf dealers in Havana, Cuba.

Twelve hundred bales of tobacco recently arrived here on the steamship "Olivette" from Havana, the same being the largest amount of tobacco imported from Cuba by local manufacturers, for the past three or four months.

PERFECTO.

Henry Riesenberg, of Bobrow Brothers, Philadelphia, Pa., recently spent a week in St. Louis, Mo., in the interests of the "Bold."

Tobacco Recognized as War-Time Necessity

THE value of tobacco in active service is now so well esteemed by the military authorities that today one sees the British Government doing what it has never done before, supplying free tobacco to the troops, and in France the factories of the Regie working at full pressure so that the French soldiers will not lack smoking materials.

Only with comparatively recent times, however, has this necessity been officially recognized. Wellington condemned the practice of smoking as being "a species of intoxication occasioned by the fumes of tobacco." Perhaps his dislike arose from an unpleasant experience of his own on the only occasion on which he attempted to smoke a pipe. The weed proved no respecter of the Iron Duke and the man who ended Napoleon's career had to succumb to its disturbing properties as any schoolboy. Even Napoleon himself, although an habitual snuff taker, was defeated by a pipe of tobacco.

Official efforts to discourage the use of tobacco were completely negatived in the Crimean War. The privations suffered then by the troops resulted in officers and men taking to the panacea adopted by their French and Turkish allies, and by its aid their discomforts were so alleviated that ever since the practice of smoking on active service, if not actively encouraged, has been at any rate passively countenanced by those in command both in the army and in the navy.

In consequence tobacco has played a notable and beneficial part in the wars of the past century—in fact, from Waterloo to South Africa. Probably its solacing and inspiring qualities were never so strongly manifested as in the Franco-Prussian War in 1870. It might be said, indeed, that the crushing defeat inflicted on the French was due largely to the soldier's lack of tobacco, added, as it was to the breakdown of the commissariat, whereas on the German side the authorities did all they could to inspire the troops being plentifully supplied with the weed. An association, headed by the Empress, raised tobacco subscriptions in every town to enable the fighters of the Fatherland to keep their pipes filled.

What a friend in need "sublime tobacco" proved to the fighters in the war of 1870 was indicated by the correspondent of the "Daily News" before Metz. In his accounts of the campaign he said:

"In every letter we read of the exhausted soldiers, prisoners and maimed victims of battle eagerly begging for it sometimes, finding a solace under the hardships of weather, of hunger, of disease, finding it enables them to endure the painful searches and amputations of the surgeons."

He related how the Pay Sergeant of one company smoked his cigar while a doctor cut a bullet out of his back, and again how a maimed soldier lying upon the battlefield, with the dead and dying around him and in bodily agony, asked for but one relief—a cigar. And thus it has been in every war.

The maimed and shattered on the field of battle piteously cry for tobacco; the poor wounded in the hospitals appeal not for bandages or medicine, but for tobacco; the troops in the trenches undergo any hardship if they have but the comfort of tobacco and even in the midst of the conflict, fighting their way through a mass of foes, the soldier, pipe in mouth, calmly stands shoulder to shoulder with his comrades and bears the shock of battle.

Big Fire Destroys Tobacco Warehouses

Fire recently destroyed several tobacco warehouses of the American Tobacco Company, at Framville, N. C. A number of other buildings were burned. The total loss is estimated to run from $500,000 to $750,000.

Interior of the Hake Cigar Store, York, Pa.

The illustration herewith shows the interior of the Hake Cigar Store, located at 160 West Market Street, York, Pa.

Although not as large as some of its competitors, this store carries a good line of cigars and tobacco, with particular attention to local products.

H. P. Hake, the proprietor, is standing behind the counter in the picture.

New Cigar Box Made From Palm Tree Leaf Sheaths

Victor E. de Castro, Neptuno, 109 Havana, is seeking to interest American capital in putting on the market a new cigar box, of which he is the originator and patentee. He says of it:

"These boxes are made from the leaf sheath of the Royal Palm tree and are better adapted for keeping cigars in good condition than the ordinary cedar wood boxes. My box is a natural automatic humidor, as this material fibre absorbs moisture from the atmosphere, not allowing cigars to dry out in over a year's time, and at the same time being a safeguard against vermin. Besides, this material has a natural skin on its inner face which is of great merit in making the box air-tight. These boxes are much lighter in weight than the ordinary cedar wood, saving in cost of freight and duty, besides being made whole from one piece of material, not being necessary to attach a cover after the box is made; also not a nail is used in their construction—only metal binding on the corners, which makes them very strong. These boxes can be made more economically than those of cedar wood, and sold cheaper. At the last meeting held by the Independent Cigar Manufacturers of Havana, on September 3rd, some of these boxes were opened that had been filled on September 14, 1913, and the cigars were found to be in excellent condition. Another great thing in my favor is that cedar wood is getting scarcer all the time."

New Incorporations

Sprague Cigar Company, Newark, N. J. To deal in tobacco. Capital stock, $25,000. Incorporators: E. H. Sprague, H. Van Iderstine, A. J. Fondeville.

Pan-American Tobacco Company, San Antonio, Tex. To manufacture cigars and cigarettes. Capital stock, $50,000.

John Nicolas Company, New York. To manufacture tobacco and by-products. Capital stock, $25,000. Incorporators: John Nicolas, Wm. B. Gardner, Percival G. Stewart.

National Cigar Manufacturing Company of Kansas City. Capital stock, $10,000. Incorporators: W. S. Mills, T. T. McNear, Jr., E. W. Thomas, Jr.

Zorro Tobacco Company, New York. General tobacco business. Capital, $5,000. Incorporators: A. C. Wuest, M. F. Summers, William A. Dunn.

The "Saturday Evening Post" Boosts Trade Papers

That the management of the "Saturday Evening Post" appreciates the value of trade papers and believes that a subscription to one or more of them is a profitable investment, is shown by the following item, which appeared in a recent issue:

"When a man begins studying a field of business in trade journals and technical books, he will soon be led further if he is really interested. These books give him general principles and current news, tell him what the trade is driving at, who the men are that count in its activities, and he will soon want to know some of these men.

"The young fellow who selects a field of work because he likes it and studies therein for the purpose of developing his own personal value, has every right to profit by what the best men in the field can tell him, and they will be always glad to help him if he is intelligent and tactful.

"Leaders in every field of business are continually laying themselves open to his approach. They work out new methods. They build up organizations. They speak at trade gatherings. They expound their opinions, and it all appears in the trade journals devoted to their work.

"Mighty few men are too busy or too big to pay attention to trade journals."

Curb Market Gets a Thrill

NEW YORK, November 10.

Yesterday the curb market got its first thrill since the war began.

The stock of the United Profit Sharing Company, which has been selling around $8 a share, suddenly jumped to $11 a share and maintained the price during the greater part of that day, closing at $10.75 a share.

This corporation is an offshoot of the United Cigar Stores Company, whose coupon business it has taken over. There are 300,000 shares of stock, which were originally issued to stockholders of the United Cigar Stores Company at $1 a share.

The company has never paid any dividends, but the advance yesterday was due to the report that there is to be a stock issue of ten shares for one.

KNICKERBOCKER.

Upon the occasion of a visit recently to the store of Daniel Frank & Company, Boston, Mass., a customer stated in calling for the "Cabanas" brand, that during the past forty-seven years he has always seen to it that he had some of the brand in question on hand.

Regarding Sugar in Cigarettes

The following letter recently appeared in the "New York Times" and is self-explanatory:

To the Editor of "The New York Times":

We have read the letter of Stephen T. Byington in your edition of November 4th in which he maintains that "The London Lancet" attributes the injurious effects of cigarettes to the sweetening of same with sugar, which on combustion in combination with tobacco produces "furfuroil," a dangerous poison.

We wish to make the statement that in all of our experience in the handling of Turkish tobaccos which are used in the manufacture of Turkish cigarettes, we have never heard of the use of sugar in connection with the same. Whether or not this is used in connection with the manufacture of cigarettes made of other kinds of tobacco we are not aware; but if "The London Lancet" ever made such a statement it should have qualified same by stating the kind of tobacco which it had analyzed. There is no sugar or any other foreign substance used in the manufacture of our cigarettes, and we are ready at any time to prove this statement to any one who sees fit to visit our factory; and we would further mention that a large concern also using exclusively Turkish tobacco in its product advertised for several months continuously that the door of its factory was always open to any visitor who wished to investigate the method employed in the production of its goods.

We do not desire to enter into a discussion or controversy as to the merits or demerits of the use of cigarettes, but the above statements are facts which can easily be substantiated, and we would thank you to give publicity to same.

A Cigarette Manufacturer.

McHie-Scotten Company Will Pay Dealers' Tax

The announcement that they will pay dealers' United States Revenue tax for November, December and the first six months of 1915, in connection with drop shipments, has directed much attention to a letter recently sent out by the McHie-Scotten Tobacco Company, of Detroit, Mich. The letter in full follows:

Detroit, Mich., November 9, 1914.

To Our Customers:

Effective at once, up to and including the 30th inst., we will make drop shipments for your account, freight prepaid made up of

80 pounds of our Plug tobaccos (can be assorted)
or 1 Gross of COUNTRY CLUB 16 oz. pails
or 5 gross, made up of one or more of the following brands:

FOREX plug cut COUNTRY CLUB long cut
CANADIAN CLUB Mixture 10c. tins
UNION SCOUT and WORTHY Scrap
CIGAR CLIPPINGS.

We will deduct from face of invoice $3.20—the amount of Dealers' U. S. Revenue Tax for November and December, 1914, and the first 6 months of 1915.

Kindly issue like instructions to your salesmen.

Very truly yours,

No. 32. McHie-Scotten Tob. Co.

D. F. Fleck Makes the "Courtello" Cigar

Some one telephoned this office the other day and wanted to know who makes the "Courtello" cigar.

The "Courtello" cigar is made by D. F. Fleck, 815 Court Street, Reading, Pa.

DETROIT

(Continued from Page 30.)

and the one having the word "Automobile" drew the prize. Fully 1200 envelopes were called out before the winner was located. It was an evening of good fellowship and sociability; everybody smoked Mazer brands and without any introduction, men rubbed elbows and got acquainted.

The warehouses of the Liggett & Meyers Company and the American Tobacco Company have been abandoned in Detroit; all goods now are shipped to customers direct from New York.

Charles F. LaFond has returned from an extended trip East. His wife accompanied him.

Victor K. Ettlinger, of Emanuel Hoffman & Son, and Isaac Goldberg, of the Lillies Cigar Company, have returned from Connecticut, where they inspected the crops. Sam Goldberg has practically decided to have his family spend the coming winter in the South instead of California, where they have been going for the past two seasons. He picked out a very desirable spot in North Carolina and in all probability will establish his folks there.

Latest visitors in the past ten days have been: Nate Shapero, of M. A. Gunst & Company; L. B. McKittrick, of the Melachrino Company; Jesse G. Powell, of P. Pohalski & Company; Thomas Healy and Antonio Allones, of the Ramon Allones factory; H. Weller, of George W. Nichols & Company, and Frank Lopez, of Garcia & Vega.

AL U. THORNBURG.

Brewster Opens Store in Seattle Sky-Scraper

One of the "live wires" of Seattle, Wash., is James R. Brewster, who recently opened his third cigar store, the newest being located in the forty-two-story L. C. Smith Building. Mr. Brewster's store has the counter at the right of the entrance extending across the store. Special cigar cases line the left wall, while built in the wall at the rear, are the pipe display cases. Back of the counter is located the humidor, which is stated to be one of the best. A believer in publicity, Mr. Brewster advertised as a particular feature, a free trip to the observation room in the tower of the very tall building in which the store is located, would be accorded to each purchaser of fifty cents worth of cigars or over on opening day. As the day proved a very pleasant one, many who had never been to the summit of the building took advantage of the offer. Mr. Brewster has a strong liking for the well-known "Juan de Fuca" brand, manufactured by the Morgan Cigar Company, Tampa, and features it strongly in his three stores. He devoted two of his windows to a display of the brand on the opening day.

"El Dallo" Orders Keep Factory Busy

So vast is the number of orders coming in to Wertheimer Brothers, Baltimore, Md., manufacturers of the popular "El Dallo" cigar, that the factory not only works full time, but has been compelled to abandon temporarily the Saturday noon closing, working until late in the afternoon, to facilitate the splendid business being done. Reports for the month of October showed a very satisfactory increase in this company's sales, while the business on the "El Dallo" locally, has shown an increase of gratifying proportions.

Frank H. Clarke, Detroit, Mich., formerly with Boltz, Clymer & Company, has joined the selling forces of the "44" Cigar Company. Mr. Clarke will cover Middle Western territory embracing eight states, in addition to calling on the jobbing trade and doing missionary work in the State of Michigan.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 236 Chestnut Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

REGISTRATIONS.

JUDGE KUNKEL:—30,500. For cigars. October 27, 1914. Harry Fettrow, York, Pa.

THE Y BOWL:—30,501. For cigars. October 27, 1914. Elm City Tobacco Co., New Haven, Conn.

TELLO CLUB:—30,502. For cigars. October 27, 1914. M. C. Bressler, Freeland, Pa.

IRISH VOLUNTEER:—30,503. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 27, 1914. T. Regan, Chicago, Ill.

LOSINA:—30,504. For cigars. October 29, 1914 National Litho. Co., New York, N. Y.

ROUGH HOUSE:—30,505. For cigars. October 29, 1914. Gus. Neuwahl, Altoona, Pa.

GARCIA LIBERAL:—30,506. For cigars. October 30, 1914. Steffens, Jones & Co., New York, N. Y.

GARCIA SUBLIME:—30,507. For cigars October 30, 1914. Steffens, Jones & Co., New York, N. Y.

GARCIA SUPERIOR:—30,508. For cigars. October 30, 1914. Steffens, Jones & Co., New York, N. Y.

NORFOLK SPOTS:—30,509. For cigars. October 30, 1914. Fehsenfeld Cigar Co., Baltimore, Md.

JUDGE ADAM:—30,510. For cigars. October 30, 1914. Chas. E. Flinchbaugh, Dallastown, Pa.

SAVEX:—30,511. For cigars. October 31, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

PARFINA:—30,512. For cigars. October 31, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

YELLOW TICKET:—30,513. For cigars. November 2, 1914. The Fehsenfeld Cigar Co., Baltimore, Md.

CLEF CLUB:—30,514. For cigars, cigarettes and tobacco. November 3, 1914. Kearney-Lehmann Co., Buffalo, N. Y.

JOHN HORNICK:—30,515. For cigars, cigarettes, cheroots and stogies. November 3, 1914. Hornick-More & Porterfield, Sioux City, Iowa.

QUEEN OF SAHARA:—30,516. For cigars, cigarettes, cheroots and smoking tobacco. November 3, 1914. Kraus & Co., Baltimore, Md.

EL MERTELLE:—30,517. For cigars, cigarettes, cheroots and smoking tobacco. November 3, 1914. Kraus & Co., Baltimore, Md.

YORK STRAIGHT:—30,518. For cigars. November 3, 1914. Harry Fettrow, York, Pa.

MITUS:—30,519. For cigars. November 3, 1914. Bobrow Bros., Philadelphia, Pa.

B. & O.:—30,520. For cigars, cheroots and stogies. November 5, 1914. Fogle & Long, Berlin, Pa.

CLEAN MADE:—30,521. For cigars. November 6, 1914. Kaufman, Pasbach & Voice, New York, N. Y.

WAX-TITE:—30,522. For cigars. November 6, 1914. Pasbach-Voice Litho. Co., New York, N. Y.

ADVANCED IDEA:—30,523. For cigars. November 6, 1914. Pasbach-Voice Litho. Co., New York, N. Y.

AMBER GLOW:—30,524. For cigars. November 6, 1914. Pasbach-Voice Litho. Co., New York, N. Y.

EVEN BREAK:—30,525. For cigars. November 6, 1914. Pasbach-Voice Litho. Co., New York, N. Y.

LUZ DE LUNA:—30,526. For cigars. November 6, 1914. Pasbach-Voice Litho. Co., New York, N. Y.

SUNNY JIM:—30,527. For chewing and smoking tobacco. November 6, 1914. Clark & Scott, Scranton, Pa.

373:—30,528. For cigars. November 9, 1914. William Pottberg, Binghamton, N. Y.

HABANA DEL REY:—30,529. For cigars. November 10, 1914. National Litho. Co., New York, N. Y.

CUBA DEL REY:—30,530. For cigars. November 10, 1914. National Litho. Co., New York, N. Y.

HEADS & TAILS:—30,531. For cigars. November 10, 1914. Gus. Neuwahl, Altoona, Pa.

CUBAN PLANTERS SMOKERS:—30,532. For cigars. November 10, 1914. Gus. Neuwahl, Altoona, Pa.

ZUDORA:—30,533. For cigars. November 10, 1914. F. P. Ream, Reading, Pa.

PEORIA STOCK REMEDY COMPANY:—30,534. For cigars. November 11, 1914. Fred W. Mehl, Peoria, Ill.

PEORIA HOG REMEDY COMPANY:—30,535. For cigars. November 11, 1914. Fred W. Mehl, Peoria, Ill.

BADGER STOCK:—30,536. For cigars. November 11, 1914. C. B. Henschel Mfg. Co., Milwaukee, Wis.

SUPREME ISSUE:—30,537. For cigars. November 11, 1914. C. B. Henschel Mfg. Co., Milwaukee, Wis.

ARTOLA:—30,538. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 11, 1914. Pasbach-Voice Litho. Co., New York, N. Y.

HAVANA REGISTER:—30,539. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 11, 1914. Pasbach-Voice Litho. Co., New York, N. Y.

TRANSFERS.

COUNTY BEAUTIES:—29,316. For cigars, cigarettes, chewing and smoking tobacco. Transferred October 30, 1914, to The State Bond Cigar Co., Dallastown, Pa., by Chas. E. Flinchbaugh, Dallastown, Pa.

MADAME X:—15,974. For cigars, cigarettes, chewing and smoking tobacco. Transferred October 31, 1914, to Merchants Cigar Box Co., Dallastown, Pa., by Geo. Schlegel, New York, N. Y.

Heavy Demand for Sumatra in Local Markets

According to recent reports, the Sumatra leaf importers of New York are enjoying a strong demand for Sumatra at the present time. So active is the call for these goods that it is believed that heavy inroads will be made in the supplies in the importers' hands by the first of the year.

Although the fall inscriptions have not been considered in this country as important as the ones in the spring, their suspension due to the war, together with the existing conditions, has caused many manufacturers to buy for their future needs in a liberal way. The mining of the North Sea, which makes it extremely dangerous for shipping and which in fact practically closes the ports of Holland, has been a cause for further activity among the users of Sumatra.

Fortunately, several of the New York houses anticipating this heavy call for wrapper leaf, made early arrangements for large shipments and are now well prepared.

H. Duys & Company are among those firms who made preparations to meet the present needs of the manufacturers.

Cigarette Leaf Imports May be Curtailed by Turkey's Act

With Turkey at war with the Allies, importers predict that the cessation of imports from the Ottoman Empire may curtail the importation of cigarette leaf considerably, although much of the leaf comes from districts now under Greek and Bulgarian rule.

According to a report of the exportations of Turkish tobacco in 1912, the districts now under Turkish rule exported to the United States 11,140,651 pounds of leaf, as against 9,338,758 pounds which have since come under Greek, Bulgarian and Servian domination.

The total exports in 1912 from the districts still controlled by Turkey at present were 38,506,476 pounds, as against 46,031,531 from the districts that have since been ceded to other nations as a result of the recent Balkan war.

The highest priced tobacco comes from Xanthi and Cavalla. Xanthi has passed to Bulgarian control, while Cavalla is now under the rule of Greece.

Last year the total imports of Turkish leaf to the United States amounted to $5,037,189.

Latest Tobacco Crop Report

The recently issued report of the Bureau of Crop Estimates shows that the tobacco crop is much superior to that of last year, the production at the present writing being figured at almost 30,000,000 pounds over 1913.

The average yield per acre in 1913 was 784.3 pounds, as compared with 853.8 pounds as the latest estimate in 1914, and as against a 10-year average of 823.8.

The total production is given as 982,715,000 pounds for 1914, against 953,734,000 pounds in 1913.

The quality is compared in percentages as 86.4 for 1914, against 84.7 in 1913.

The tobacco production by states follows:

States	Yield per acre			Production (000 omitted)			Quality	
	1914. Pounds	1913 Pounds	10-yr. aver. Pounds	1914 Pounds	1913 Pounds	5-yr. av. 1909-13 Pounds	1914 Per Ct.	1913 Per Ct.
Connecticut	1,770	1,550	1,659	35,754	28,520	28,337	96	90
Pennsylvania	1,450	1,200	1,317	47,995	46,680	57,351	96	84
Virginia	650	770	738	104,000	154,000	135,388	78	86
North Carolina ..	650	670	637	146,250	167,500	127,339	76	85
South Carolina ..	730	760	757	33,580	33,288	22,027	78	87
Florida	1,000	1,000	838	4,300	4,000	2,987	96	90
Ohio	900	750	866	78,120	61,425	79,966	91	88
Wisconsin	1,180	1,180	1,211	53,808	50,740	47,807	90	86
Kentucky	910	760	830	353,535	281,200	350,502	88	82
Tennessee	820	720	756	63,468	64,800	70,426	92	85
United States ...	853.8	784.3	823.8	982,715	953,734	996,087	86.4	84.7

R. J. Reynolds Tobacco Company to Increase Stock

Directors of the R. J. Reynolds Tobacco Company have voted to increase the capital stock of the corporation, which now stands at 100,000 shares of common stock with a par value of $100, by the issue of 25,000 shares of $100 each of 7 per cent. cumulative preferred stock.

This stock is offered to stockholders of record of the company on November 24th at par, in the proportion of one share of preferred stock for every four shares of common stock then held by them. This offer remains open until January 2, 1915, after which the unsubscribed stock will be offered for public sale.

Scrip certificates heretofore issued by the company in lieu of dividends will be accepted at par in payment of the new preferred stock from those who are entitled to subscribe therefor, if such certificates are placed in the hands of the Equitable Trust Company of New York on or before January 2, 1915. Interest on certificates so used will be paid by checks mailed to stockholders in the regular way.

The R. J. Reynolds Tobacco Company announces that its new preferred stock, as well as outstanding common shares, will be listed on the New York Stock Exchange.

New Cigar Store Opens in Birmingham, Ala.

A second cigar store of the W. C. Patterson Cigar Company is the latest arrival in the retail tobacco field in Birmingham, Ala. It has recently opened at Third Avenue and Twenty-third Street.

On the opening day souvenirs were given away to the visitors who crowded the place to admire the handsome mahogany and marble fixtures and to test the quality of the many fine brands the firm is handling.

Mr. Patterson's assistants in the new location consist of R. V. Patterson, Ed Mackey and Charles Hochstadt.

Coony-Bayer Company Increases Capitalization

The Coony-Bayer Company, of Fort Wayne, Ind., have recently filed a notice with the Secretary of State that it has increased its capitalization from $15,000 to $85,000.

There will be no change in the officers of the company, and it is stated that the advance in capitalization was merely to bring the stock up to its real value. The company was incorporated ten years ago.

Leaf Tobacco Notes

WISCONSIN

EDGERTON, WIS.

Good coloring features the late tobacco crop which is now curing with the fine weather that is being experienced.

There is a little buying of the new crop at prices ranging from eleven to twelve cents for binder grades and three cents for filler.

Packers are now ready to show their sampling of last season's crops, but at present there is an absence of buyers.

The abnormal amount of moisture in the tobacco received by dealers last year makes it very probable that they will insist on not accepting tobacco in as high case this year. So little of the new leaf has been sold that the grower will have himself to blame if he does not take extra care with the new crop when it is taken from the curing sheds.

THE CAROLINAS

KINSTON, N. C.

Approximately eleven and one-half million pounds of tobacco have been sold on this market to date and local tobacconists say that the season's total bids fair to approach closely the record of the market made in 1902, when eighteen million pounds were handled here. A million and a half pounds were sold last week. During the past ten sales days the breaks have been heavier than in any like time in years, but in spite of the tremendous quantities marketed there was no slump in prices.

PENNSYLVANIA

LANCASTER, PA.

The leaf trade here reflects the atmosphere of the cigar trade and as a result orders are weak. Although there is time left for a big impetus to take hold of the holiday trade which would have a very healthy reaction on the leaf market, it is believed that the situation will be but little changed between now and the holidays.

Unfavorable weather is holding back the curing of the new tobacco crop, and the result will be late stripping, as the growers refuse to enter into contracts for their crops until they are stripped. The outlook is that the tobacco will not be ready for buyers until the winter is well advanced. Even if the curing process was over, the weather has been so dry that no stripping would be possible. As the packers refuse to name any prices for the new crop, the growers are quite in the dark as to what their tobacco is likely to be worth to them, so the situation in tobacco circles is unsatisfactory all around.

Alleged Swindler Caught in Scranton, Pennsylvania.

A. B. Watson, whose list of aliases was the list of salesmen of a big Southern tobacco company, was recently held under bail in Scranton, Pa., on a charge of obtaining goods under false pretences.

It is alleged that Watson came to Scranton and called on the Imperial Tobacco Company, claiming that he was the agent of a Southern tobacco company, and under these pretences secured about $25 worth of goods which he claimed he would use to boost their business.

He has left a track of operations through several states and got his start in Winston-Salem, N. C., where he worked for the R. J. Reynolds Tobacco Company. It is said that when he left the employ of this company he retained books, papers and order blanks which enabled him to work his game. Warnings against a bogus agent had been sent out by the Reynolds Company.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

"OLD DRURY" IS A SELF SELLING CIGARETTE
Willie Collier says, "Every puff a plug." Cork or plain. Write for territory. Old Drury Cigarette Co., 143 West Fortieth Street, New York City.

MONROE ADLER,
CIGAR BROKER,
186 N. La Salle St., Chicago, Ill.
6-17-he

LANCASTER STOGIE COMPANY,
MANUFACTURERS OF HIGH GRADE STOGIES,
120 Water St., Lancaster, Pa.

HIGHEST GRADE OF WHEELING STOGIES—That will please the most exacting smoker, are made by C. A. Kase, Seventh and Main Streets, Wheeling, W. Va.; Factory 33; Established 1895.

Wanted.

CASH PAID FOR CUTTINGS, SCRAPS & siftings.
Write to H. Adler & M. Meyerson, 332 E. 48th, New York

Wanted.

WANTED—Unlimited quantities of "Seed Cuttings" and "Siftings." Get our new quotations for cash. Interstate Tobacco Company, 428 East 106th Street, New York City.

IMPORTANT NOTICE TO CIGARETTE MANUFACTURERS—We manufacture cigarettes for the trade; we also supply tobacco boxes and labels 25 per cent. cheaper than elsewhere. Brands registered. Write for particulars. Live distributors wanted. The Soter Company, 235 Canal Street, New York City.

WANTED—HAVANA AND SUMATRA TOBACCO STEMS, 100-lb. bales. Give lowest price, and amount you can deliver monthly. Address Box 666, Tobacco World.

For Sale.

HAVANA SHORTS—Pure Vuelta; fine aroma. Lopez, 353 E. 78th St., New York. 9-1-tf

FOR SALE—Remedios Havana shorts, pure and clean. Guaranteed A-1, or money refunded. Fifty cents per pound. Edwin Alexander & Co., 178 Water Street, New York.

FOR SALE—Job lots of long filler cigars cheap. Samples submitted to responsible jobbers. W. E. Cline & Bro., Terre Hill, Pa.

Cigar Factory for Bradentown, Fla.

A new industry has begun operations in Bradentown, Fla., since Sawyer & Company have begun the manufacture of cigars in that place. They are occupying quarters at in charge of the factory.

Pine and Adams Streets; Carl Baker, late of Key West, is

The members of the firm are Samuel Sawyer, for a number of years associated with the cigar industry in Havana, and S. T. Knight.

The new concern will manufacture only clear Havana cigars from tobacco imported from Western Cuba, noted for the production of the finest tobacco leaf known to the trade.

New Cigar Factory for Ft. Wayne, Ind.

A modern cigar factory to cost $40,000 will shortly be erected at the corner of Lewis and Calhoun Streets, Ft. Wayne, Ind., by the Coony-Bayer Cigar Company. The company has outgrown its present quarters at Wayne and Barr Streets.

The new building will have a frontage of 40 feet and will have a depth of 140 feet. It will be one of the most complete factories of its kind in the country. Special attention will be given to advanced methods of sanitation, ventilation and humidors. Mr. Bayer has made several trips to visit new cigar factories in different sections, and the plans of the new building embody the best features that have been observed in other plants.

Imperial Tobacco Company Ready to Buy Big Crop

According to a statement recently made in Henderson, Ky., the Imperial Tobacco Company, now barred from purchasing tobacco in the state while awaiting a new trial, will be in the market for 5,000,000 pounds of tobacco if they win the suit.

The Imperial Tobacco Company was indicted by a Henderson County Grand Jury last year on the charge of fixing and controlling the prices of tobacco in restraint of trade. The case was venued to Union County and the Imperial was tried and found guilty. The conviction called for a revocation of the license to do business in Kentucky. A motion for a new trial was heard before Judge Hanbery during the March term of court and was refused. The case was then taken before the Court of Appeals and is to be heard that they have 4000 bales, duly marked and baled with the decision of the lower court is sustained, the case will be carried to the Supreme Court of the United States.

"IF ITS CIGAR LABELS OR CIGAR BANDS WRITE US"
K·P&V·
Kaufman, Pasbach & Voice
ART LITHOGRAPHERS.
COR. GREENWICH & MORTON STS.
NEW YORK.

The Supreme Authority
WEBSTER'S NEW INTERNATIONAL DICTIONARY - THE MERRIAM WEBSTER
YOU Need It—BECAUSE
It defines over *400,000 Words;* more than ever before appeared between two covers. *2700 Pages. 6000 Illustrations. Cost $400,000.* It is the *only* dictionary with the new divided page. A "Stroke of Genius." It covers every field of thought, action, and culture; an encyclopedia in a single book. Type matter equivalent to that of a 15 volume set.
TO KNOW means to WIN SUCCESS. Let us tell you about this supreme authority for all who use English.
WRITE for specimens of the new divided page, illustrations, etc. Mention this publication and receive FREE a set of pocket maps.
G. & C. MERRIAM CO., Springfield, Mass.

NEWMANN & GACH - Fancy Connecticut Wrappers and Havana our Specialty - Chicago

San Francisco

Election Eases Minds of Cigar Jobbers—Increase in Experiments in Tobacco Growing—Edward Wolf Able to be at His Desk Again

SAN FRANCISCO, November 5.

SAN FRANCISCO wholesalers and the Western representatives of Eastern lines, and more particularly those who have enjoyed a lucrative trade with the retail liquor dealers, are not a bit more than half pleased with the result of the election as regards the prohibition question. With only about one-fifth of the returns in for California, it seems tolerably certain that this state will remain "wet"; but elsewhere in the West, it looks like a clean sweep for prohibition wherever the question was up for decision. It looks as though Washington, Oregon, Arizona and Colorado have voted themselves "dry" by quite substantial majorities. Just what permanent effect this change will have on the cigar and tobacco trade of the Coast is problematic; but it is certain that for the time being it will be a cause of considerable confusion. Cigar men here hold that in the end as many, or nearly as many cigars will be smoked as before, but it will require some time for new connections to be made and for new credits to be established in place of the saloons which have heretofore controlled a large trade. In spite of all this, however, a renewal of activity as compared with the conditions of the past few weeks is bound to result immediately. The entire trade seems to be pleased that the uncertainty of the situation has cleared.

Notwithstanding some adverse experiences in tobacco growing in California, the experiments in this line are constantly increasing in number. While the rather extensive growing of Turkish leaf in Fresno and nearby counties proved a disappointment last year, it is understood that the growing of a smaller acreage will be continued. The State of California is growing tobacco at two of the state institutions, and the State Board of Control is considering the matter of growing sufficient leaf to supply the inmates of the state institutions with chewing and smoking tobacco. During the last fiscal year the state's outlay for tobacco was over $35,000.

The Western States Tobacco Company, which has just been organized here, plans to not only grow tobacco but to make up the product into cigarettes. The company is controlled by T. P. Eliopolis, Dr. A. W. Luders and S. H. Deyot, who own considerable land in Stanislaus County on which they have been growing leaf with what is claimed to be satisfactory results.

Milton Esberg, of M. A. Gunst & Company, is back in San Francisco again after a short trip to Spokane, Wash., and other points in the Pacific Northwest. He brought with him Edward Cohem, head of the company's advertising department, who has been spending the greater part of the fall in New York getting pointers from the publicity work of the United Cigar Manufacturers' Company. The Gunst people are now getting things in shape for the usual winter and holiday business. As has been the custom in recent years, no special holiday packings will be offered this year.

Bert Maul, a well-known Fresno dealer, has been visiting the San Francisco trade this week.

H. H. Manley has left for the South with the lines of the American Cigar Company. His advices from that section led him to expect a big business in Los Angeles and vicinity on the present trip. Mr. Manley reports that all over the Coast there has been an improved demand for the "Chancellor" line of the American Cigar Company.

S. C. McVey has bought out the cigar and tobacco business of N. M. Carlton at Los Angeles, Cal.

M. A. Gunst, president of M. A. Gunst & Company, who some days since was so unfortunate as to break his leg from a fall, is now reported as getting along nicely. He will be confined to his home for several weeks, but hopes to be out again early in December.

Emil Judell, junior member of H. L. Judell & Company, has been keeping on the move recently. Last week he returned from a short trip to Eureka, Cal., where he was present at the "Last Spike" exercises which marked the completion of the California Northwestern Railroad and opened up the Eureka country to the outside world by rail. This week Mr. Judell started for Southern Oregon, where he is expecting to do a rather better business than usual, owing to the fact that the pre-election uncertainty had led some of his customers to order lightly for some time.

D. Frankel, president of Frankel, Gerdts & Company, San Francisco cigar manufacturers, returned to San Francisco a few days ago from a trip through Oregon and Washington.

Edward Wolf, who is back at his desk this week after and absence of a month or more while he was nursing his broken ankle, reports that the business situation seems to have improved more or less in the interval. He believes that the bad effects of the war scare have pretty well worn off, and that the Pacific Coast at least is about to experience a decided revival in business. There is still a little anxiety as to the ability of the trade to supply all of the Manila cigars in the better grades that may be demanded, owing to the limited shipping facilities that have resulted from the war.

C. "Webster" McCormick, the "Webster" promoter in this section of the country, has been doing a lot of effective work in the larger towns of the great interior valley during the last few weeks. He reports that the placements in the interior have been more than satisfactory. The "Webster" is distributed here by H. L. Judell & Company, who seldom miss a chance to give the line a favorable send-off. In recent weeks they have made a display at the San Francisco Industrial Fair and did effective work on the occasion of the opening of the California Northwestern Railroad.

Glaser Brothers, who recently took on the distribution of the "Bachelor" cigar, have had such a good run on this line that they are now obliged to hold up a little in order to get in additional supplies.

ALLEN.

Louisville Tobacco Board of Trade Elects

At the annual election of the Louisville, Ky., Tobacco Board of Trade, held recently, W. G. Bridges was chosen president. Other officers are: W. D. Collins, first vice-president; A. H. Shinkle, second vice-president; Helm Glover, secretary and treasurer.

The Executive Committee was constituted with the following members: J. C. Bright, Laban Phelps, H. T. Larimore, L. J. Doerhoefer, J. A. Robinson and F. G. Harpring.

Other committees were organized as follows: Arbitration, J. G. Harris, C. D. Campbell, R. H. Alexander, W. D. Collins, E. M. Le Compte and S. P. Owen; By-laws, J. G. Harris, Elam Perkins, Henry Glover, H. B. Gorin, J. D. Shouse, J. F. Dannehold; Reclamation, H. T. Larimore, W. G. Bridges, J. C. Bright, R. H. Alexander, L. J. Doerhoefer, N. C. Shouse, F. W. O'Bryan and H. O. Boehme; Quotation, Laban Phelps, Henry Glover, L. J. Doerhoefer and L. Harlan; Sales, J. A. Robinson, Helm Glover and Henry Andresen; Storage, R. H. Alexander and Halbert Griffith.

JOHN F. HEILAND & CO.
Lancaster County Fancy B's
LANCASTER, PENNA.

J. K. LEAMAN
Packer of and Dealer in Leaf Tobacco
Office and Salesroom
110-112 W. Walnut St., LANCASTER, PA.
Warehouse: Bird-In-Hand, Lancaster Co., Pa.

E. L. NISSLY & SONS
GROWERS AND PACKERS OF
CHOICE CIGAR LEAF TOBACCO
Packing Houses: Lancaster, Florin. Main Office: Florin, Pa.
Critical Buyers always find it a pleasure to look over our samples
Samples cheerfully submitted upon request.

B. F. GOOD & CO.
PACKERS AND DEALERS IN Leaf Tobacco
NOS. 49-51 WEST JAMES STREET
LANCASTER, PENNA.

MILTON H. RANCK
Packer and Dealer in
Domestic Leaf Tobacco
Office: Cor. Duke and Chestnut Streets
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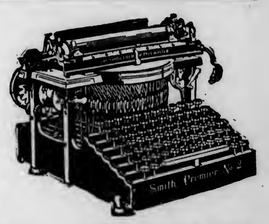

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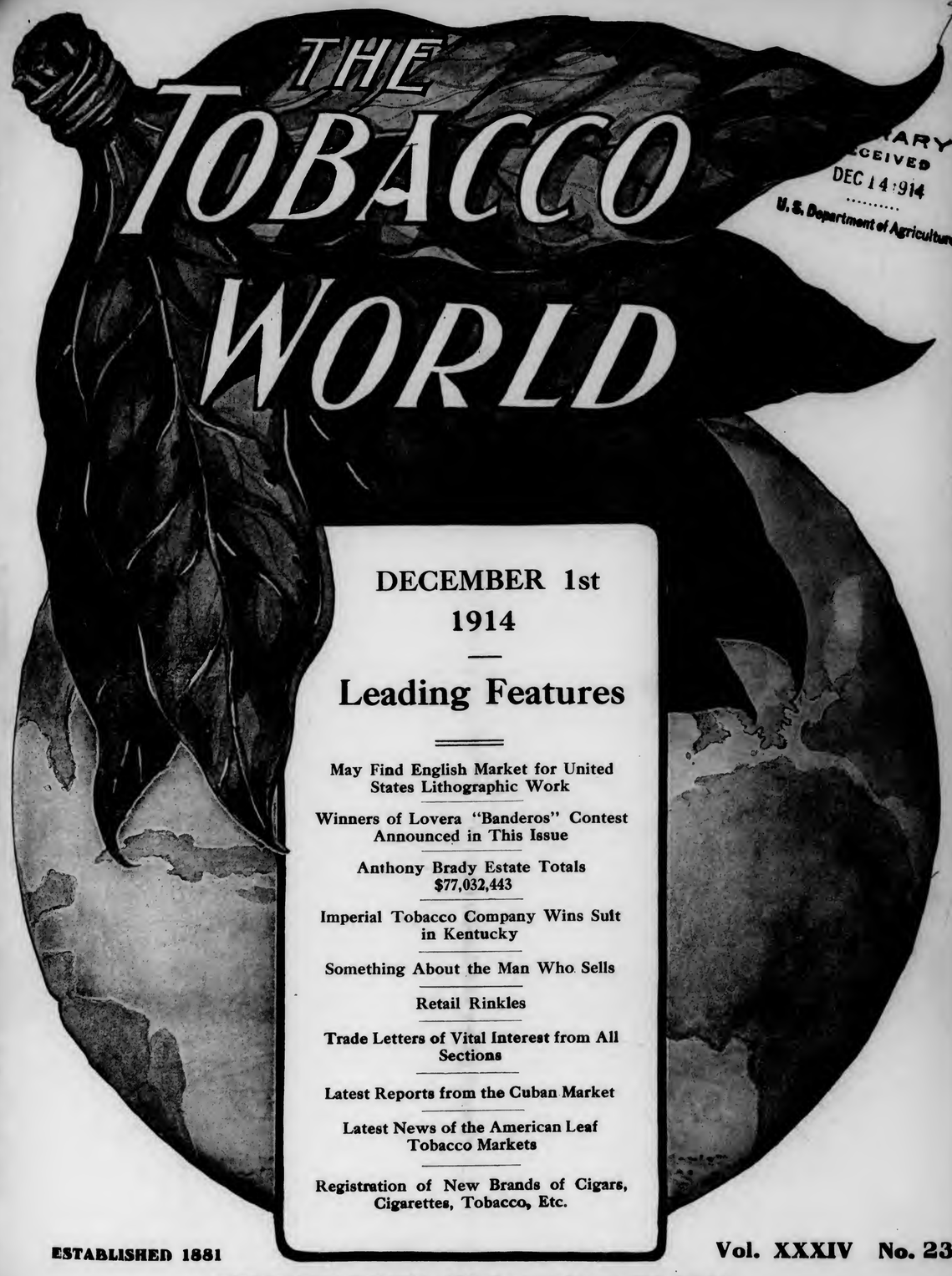

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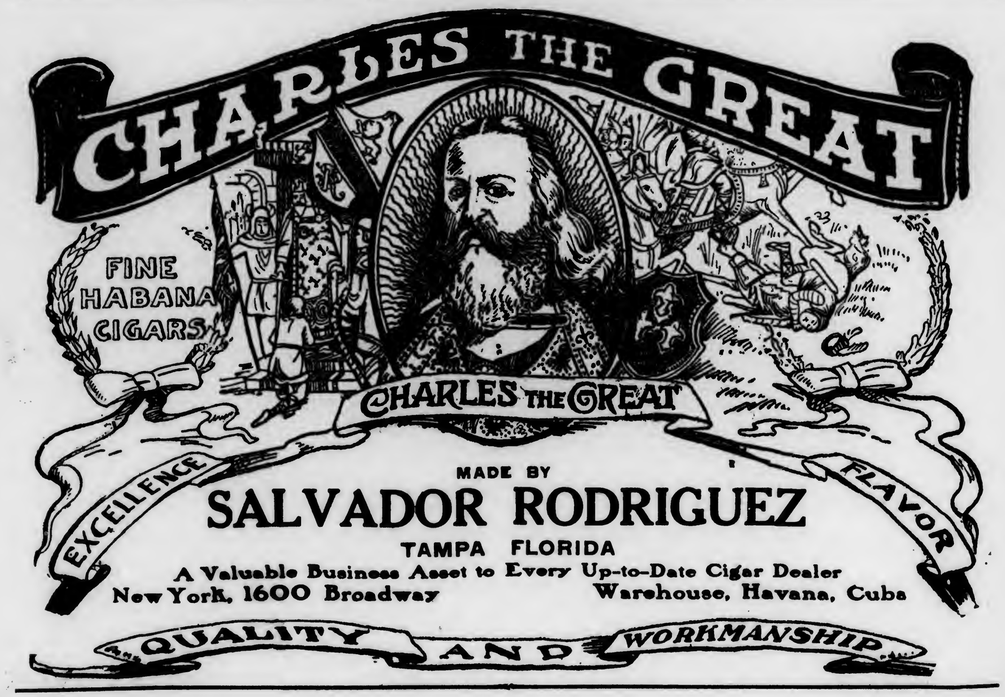

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Smokes Well

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Demand Proves the Value of a Cigar

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DIAMOND JOE
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by illogical judgment in displaying cigars with overdone, clumsy, gloomy glass lids and cases, etc., which detract from the cigars and degrade their value, proving ruinous to their sales.

The Improved All Crystal Glass Wire Edged Lids and Cases attract the smokers to the cigars first, by magnetizing them in strong relief. It charms the smokers with the artistic and modest refinement.

These *modern* and *simple* lids have made hundreds of unknown brands Leaders, and are now enjoying lucrative profits.

Experience proves Modernism, Simplicity and Neatness is the key to success.

Sole agents for IDEAL Lid Holder

P. A. Becker Co. 132 CUMBERLAND STREET Established 1891 **Brooklyn, N. Y.**

A Favorite with the BEST Cigar Stores Restaurants Hotels and Clubs

Manufacturers
PEDRO CASTRO & CO., Tampa, Fla.
New York Distributers
LOUIS G. SMITH & CO., 52 Beaver Street

BACHIAS
Havana Cigars

For Men of Means

Renowned for Uniformity

IDENTIFIED BY THE GREEN AND GOLD BAND

R. A. BACHIA & CO.
47 West Sixteenth St. New York

SANCHEZ & HAYA
CIGARS
Now Manufactured in Bond

Factory No 1

Tampa. Fla.

Under Government Supervision

Look for Bond Stamp on Box

(Facsimile of Window Card)

Inform Your Customers

Send for our colored window card announcing that old No. 1, Tampa, is now a bonded factory and that "La Flor de Sanchez Y Haya" cigars, carry with them, the Government guaranty, that nothing but pure Havana tobacco is used in their manufacture.

They have been leaders since 1867 and they will continue to be for generations to come.

SANCHEZ Y HAYA
Tampa, Fla.

Repeats Like a Winchester

5c.-Rocky Ford Cigars-5c.

Delicious Flavor
Made at our Newark, N. J. Factories

We also manufacture at our several factories located at Pittsburgh, Pa. the celebrated

[Pittsburgh "FAMOUS" Stogies]

The jobber's biggest asset in the 2 for 5c. line.

Our 2 for 5c. and 3 for 5c. lines of CIGARS and STOGIES are so extensive that space does not permit mentioning

Write for full information and prices

UNION AMERICAN CIGAR COMPANY
28th and Smallman Sts. Pittsburgh, Pa.

Graham Courtney
"MILD HAVANA BLEND"
They Lead the Leaders
26 SIZES
Acker, Merrall & Condit Company
135 West 42nd Street, New York

EVARISTO HERRERA, SAN MIGUEL 85 HABANA, CUBA
Manufacturer of the celebrated Habana Cigar Brands
Flor de P. A. Estanillo
Flor del Fumar
Elite

Fifth Avenue Cigarettes
The Union Made Cigarette of Quality
Bearing Union Label
Ten cents per package of ten. Mouthpiece, Cork Tip, Plain
Live Distributors Wanted
I. B. KRINSKY
207 North 4th Street . . . BROOKLYN

The Standards of America:
Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff : Est. 1851
ALL OF THE OLD ORIGINAL
Maccoboys—Rappees—High Toasts
Strong, Salt, Sweet and Plain Scotchs
MANUFACTURED BY
GEORGE W. HELME CO., 111 Fifth Ave., New York

G. S. Nicholas & Co.
41 and 43 Beaver Street, New York
DIRECT IMPORTERS of the highest grades of Cigars manufactured by the
Independent Factories of Havana
all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.
Price List Mailed Upon Request.

GREATEST SUCCESS IN HABANA'S CIGAR HISTORY
ROMEO Y JULIETA
RODRIGUEZ, ARGUELLES & CO.
A Success of Quality
THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD
U. S. Representative: Wm. T. Taylor, 93 Broad St., N.Y.City.

CORRESPONDENCE SOLICITED
JUST THINK-5¢ BUYS A
LA FAMOSA
EQUAL TO ANY MILD 10¢
CIGAR
E. Kleiner & Co., Makers, New York

THE KEY WEST CIGAR FACTORY WEST
THE
Key West Cigar Factory
Factory No. 413, KEY WEST, FLA.
Office and Salesroom:
43 to 47 W. 33d St., New York

HAVANA CUBA CIGARS
Vuelta Abajo "Castaneda"
CARDENAS & CO.
Main Offices and Factory: 102 Galiano Street Havana
London: 114 Grace Church Street
New York: 3 Park Row
DAVE ECHEMENDIA, U. S. Representative

T. J. DUNN & CO.
Makers of
The New Bachelor Cigar
401-405 E. 91st Street, New York

WAR OR NO WAR

You Need Not Worry About Your Wrappers

This Country, Fortunately, Has Produced This Year the Finest Wrapper Crops In Its History

Our Florida-Georgia Crop IS A PIPPIN

American Sumatra Tobacco Co.
131 Water Street, New York

MADE IN BOND

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

V. Guerra, Diaz & Co., Tampa, Fla.

Established 1867

Our Motto "Quality"

Y. PENDAS & ALVAREZ

WEBSTER

Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA.

HAVANA CUBA

Like his big 10c. brother

LITTLE WM PENN

is "good thru and thru"

½ the size — ½ the price

A *real* little cigar

5c.

THEOBALD & OPPENHEIMER CO.,

1020 SECOND AVENUE, - NEW YORK.

THE BEST CIGAR FOR THE MONEY
IS WHAT THE SMOKER WANTS

There are good and bad cigars that retail at the same price but if you want a **better** smoke to retail for a nickel try

Your customers will appreciate the **quality** of this brand.

REID TOBACCO CO., Milton and Altoona, Pa

M. MELACHRINO & CO., Inc.

EGYPTIAN CIGARETTES

You Cannot be Mistaken if You Stock the Easiest Sold Cigarettes

M. Melachrino & Co., Inc., are purveyors and supply all the Courts, Embassies, 120 Clubs and 360 Regimental Messes throughout Europe

GRAND DEPOTS OF M. Melachrino & Co., Inc. { London, 8 Regent St., S. W. Capetown, South Africa Calcutta, 10 Government Place Alexandria, Rue Chérif Pacha CAIRO, Head Office and Factory Hamburg, 18-20 Grosse Backerstrasse

AGENCIES IN THE PRINCIPAL CITIES OF THE WORLD PRICE LIST UPON APPLICATION

214-216 WEST 47th STREET, NEW YORK

THE TOBACCO WORLD

Vol. XXXIV. PHILADELPHIA AND NEW YORK, DECEMBER 1, 1914. No. 23.

MAY FIND ENGLISH MARKET FOR AMERICAN LITHOGRAPHIC WORK

Should Be Considerable Demand for Labels Now—Manufacturers Urged to Discontinue Their Use Rather Than Buy From "The Enemy"—Firms in United States Have an Opportunity

WHILE the business world is engrossed with the consideration of ways and means to teach the great American public to buy goods "Made in U. S. A.", many manufacturers are looking about to see if they cannot find an outlet for their goods in either South America or some of the warring countries.

Probably for the reason that they do not consider American tobacco and American workmanship on a par with the products of Havana factories, cigars made in the United States have not yet found a market abroad, despite the fact that so great was the market for Havana-made cigars in Europe that the war has closed many of the Cuban factories and seriously crippled the output of others.

However, perhaps there is an opportunity now for some of the lithograph houses to secure a foothold in England for their goods. According to a recent report from the Bureau of Foreign and Domestic Commerce, a large manufacturer of cigars in England states that there should be a considerable demand for the highly embossed cigar label, and which the American lithograph houses should have a chance to bid on if they can do as well with the embossing and printing work as those now on the market.

With the war on goods "made-in-Germany," England no longer gets the high grade bands and labels for which the German factories are famous. The English tobacco trade journals are waging war against the use of machinery or any other product used in the trade which is manufactured by "the enemy." They have even gone so far as to suggest that the cigar label be discontinued for the time, if necessary, and instead print a notice in the box stating the labelling has been discontinued for the present, as their labels have been coming from Germany.

It has been suggested as a second course that the labels and cigar bands should be continued and thus afford encouragement to the English printing trade.

However, the fact remains that there is an opportunity for some of the lithograph houses in the United States to submit samples to the English manufacturers. While it is true that the banding of cigars in England is said to be on the wane, nevertheless such workmanship as some of the firms in the United States are able to turn out would be bound to make an appeal.

It is hardly probable that manufacturers of widely known cigars in England will want to discontinue the use of labels and bands because of the war. The label and band mean much to the consumer and especially in the case of an established brand.

A number of our houses do German process work and there is little doubt but what considerable business could be secured from England if the proper effort were made.

It is needless to point out that should English manufacturers look kindly on the work done by firms in the United States there is no reason why such accounts should

(*Continued on page 20*)

REVENUE OFFICES SWAMPED BY IMMENSE THRONG TO PAY TAXES

Clerical Force Unable to Handle Crowd—Six Thousand Struggle to Buy War Stamps—Tax Returns to Be Dated November 30th

New York City.

BECAUSE a sufficient clerical force was lacking at the Internal Revenue Offices in the Custom House in New York, a crowd of people twelve blocks long waited in line in an attempt to pay their special taxes or buy revenue stamps.

Because it was an impossibility to handle the crowds, a special ruling by W. H. Osborn, Commissioner of Internal Revenue, permits all tax notices to be dated November 30, until further notice. The ruling follows:

"By special ruling of W. H. Osborn, Commissioner of Internal Revenue, I will date all special tax returns November 30, until such time as the office is able to handle applications promptly, except in cases where I find that the special tax payer has made no effort to file his returns prior to that day. In all cases where merchants are unable to secure documentary stamps for bills of lading, this office will permit shipments to go forward, providing the shipper shall keep a careful record of the same and the stamps can be affixed or cancelled when received. This ought to completely relieve the railroads and other shippers."

This relieves tardy payees of the penalty of fifty per cent. added to the taxes of delinquents.

Deputy Collector D. S. Wendell, who has been in the service forty-six years, was taken ill as a result of the work on Monday.

Beacause of the ignorance of the law regarding the use of stamps, fifty per cent. of the working time was wasted by answering and explaining questions.

Many men who were forced to stand in the triple line formed in the corridor of the Custom House, complained at the failure of the Postmaster and Assistant United States Treasurer in charge of the Sub-Treasury to avail themselves of the provision of Section 10 of the new war tax measure, which permits these officials to sell war tax stamps. It was pointed out that if stamps were offered for sale at the General Post Office and Sub-Stations, as well as at the Sub-Treasury, much of the annoyance now being experienced by those waiting to buy stamps at the Internal Revenue Collector's office would be avoided.

Knickerbocker.

Jose Pendas Visits Cincinnati

Jose Pendas, of Y. Pendas & Alvarez, made a social visit last week on Straus Brothers, Cincinnati, O., local distributors for the firm's brands. It was Mr. Pendas' first visit to Cincinnati in fifteen years. He was accompanied by Mr. Ackerman, representative in this territory for the company's brands.

Leonard Wertheimer, of Wertheimer Brothers, manufacturers of "El Dallo" five-cent cigars, was a recent visitor in Boston.

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ESTABLISHED 1881

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J. LAWTON KENDRICK .....Managing Editor
HOBART BISHOP HANKINS .....Advertising Manager

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TAMPA MILWAUKEE LANCASTER CINCINNATI
CLEVELAND LOS ANGELES SEATTLE
ST. LOUIS NEW ORLEANS BALTIMORE
HAVANA, CUBA, OFFICE—NEPTUNO 24, Altos, CARLOS M. WINTZER
Representative

Subscription in United States, Postage Paid .....$1.00 per Year
Foreign Subscription, Dominion of Canada and other Countries of Postal Union .....$2.50 per Year
Single Copy .....15 Cents

ADVERTISING RATES MAILED UPON APPLICATION

Entered as Second Class Mail Matter December 22, 1909, at the Post Office, Philadelphia, under the Act of March 3, 1879.

Vol. XXXIV DECEMBER 1, 1914 No. 23

CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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OTTO EISENLOHR, 932 Market St., Philadelphia .....Vice-President
JOSEPH B. WERTHEIM, 81st and East End Ave., M'hat'n, N. Y..Treasurer
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RAWLINS D. BEST, Covington, Ky..... Secretary-Treasurer
GEO. E. GILLILAND, Wash. ..... Assistant Secretary

"Warning, Railroad Crossing." How often do we see that sign or one which reads, "Look out for the Locomotive"? In traveling through the country by motor or afoot or on horseback this sign confronts us. It is there permanently. The railroad company would not think of removing it.

Warning! Railroad Crossing

There are many firms that say, "We have a splendid business now and are growing rapidly. We do not need to do further advertising."

The railroad company could just as well afford to take down their warning signs at a crossing as a successful business house can afford to discontinue advertising. There are new people in the neighborhood of grade crossings every day and it is necessary that the railroad maintains its warning sign.

Just as in the case of the railroad the tobacco trade is constantly changing and the house that desires to maintain its progress must persistently advertise.

When you put your advertisement in a trade paper today and take it out tomorrow you run as much risk in a business way, as the railroad would if it took its sign down at the end of a week and depended on having warned the entire country.

The secret of poor trade in many a retail tobacco shop is due in many cases to the proprietor himself. A dingy window and an ill-kept shop do not encourage another visit from a stranger.

Where the Lights Are Bright

People like to go where the lights are bright. With the scores of recent inventions in electricity and gas lighting it is possible to illuminate a tobacco store with the brilliancy of a theatre entrance at an additional cost of a dollar or two a month. The added expenditure will more than pay for itself in increased trade.

A well-lighted shop with a well-dressed window and neatly arranged display cases brings the sort of trade that pays. In addition, where the clerk or proprietor is busy with customers coming and going, lounging is promptly discouraged. The clerk will have no time to talk. In a poorly lighted shop where trade is generally dull at night you will find two or three loungers leaning up against the counter discussing the welfare of the nation. If a customer comes in he has to break through the line to get his wants supplied. His reception does not encourage a return call.

* * *

While complaints are still heard that business is far from normal, it is a pleasure to look about and find that a great number of concerns in the cigar and tobacco trade have been but little affected by war and politics.

Winning on Merit

No one can help but feel encouraged when they talk to salesmen and hear them say that business is up to standard. And it is not mere bluff on the part of some of those who tell you that their October and November orders are way ahead of last year.

The man whose goods have been hit hard by conditions generally makes a grimace at such statements and intimates casually that you are lying. Admitting that many stretch the truth, the fact is that there are some manufacturers whose business is even better than they lead you to believe.

The cigars that have been built on merit and that have been advertised to both the trade and the consumer are, generally speaking, more than holding their own. Those manufacturers who have the confidence of their customers have not done much worrying amid the complaints of their competitors.

Honest goods sold at a fair price, honestly advertised to the trade and consumer, continue to keep the lead among the biggest selling cigars in the country. Proof of this statement lies in the fact that the nickel and ten-cent cigars that have been persistently advertised throughout the depression of the past year, remain practically unshaken in their output, while a few have beaten last year's figures.

"David Warfield" in Londres and Perfecto sizes has been placed with the Daniel Stewart Company, of Indianapolis, Ind., by Arnold Tietig & Son, of Cincinnati, O. The "Warfield" brand will be featured in addition to the "Joy" brand, for which the Stewart Company are the distributors in Indiana.

The visit of the Army and Navy men to Philadelphia on Saturday gave quite an impetus to the better brands of cigars and cigarettes. There was a good call in the hotels and restaurants for the finer sizes in cigars. Among the Army officers Benson & Hedges' cigarettes were demanded by a majority.

Lovera Company Announce "Banderos" Prize Winners

HEREWITH are printed the names of the winners of the twenty-nine cash prizes offered by the Jose Lovera Company for the best window displays on their "Banderos" cigar, made between August 12, and October 12, 1914.

Hundreds of retailers in all parts of the country made efforts to win prizes, and the committee had a large number of photographs to make their decision from. Photographs of these displays had to be in the hands of the committee of judges by October 31st.

The different sections of the country covered by the winners give some idea of the extent of the competition

The prize money amounted to $500.00, of which amount $100.00 went to the winner of the first prize, George E. Cays, Cincinnati, O.; $75.00 was the amount of the second prize, and was won by W. A. Jamison, of St. Paul, Minn.; Charles Kelly, of Dayton, O., won $50.00, the amount offered for third choice; The American Drug Company, Eighth and Spring Streets, Los Angeles, Calif., won fourth place and $25.00. Twenty-five others received $10.00 each.

The judges of the contest were window trimmers of three of New York's largest department stores.

Prize.	Amount.	Name.	Address.	Announcements.
1st	$100.00	Geo. E. Cays, c/o Straus Bros. & Co.	Cincinnati, Ohio	3 Displays.
2nd	75.00	W. A. Jamison, c/o H. W. Johnson	St. Paul, Minnesota	5 Displays.
3rd	50.00	Chas. Kelly, c/o M. J. Schwab	Dayton, Ohio	
4th	25.00	American Drug Co.	Eighth and Spring Sts., Los Angeles, Calif.	
	10.00	Connor & Einarsen	88 West Broadway, New York City	Trimmed by Artie George, Nat'l Window Trimming Co.
	10.00	Reinhard Bros.	399 Fulton Street, Brooklyn, N. Y.	Trimmed by Sidney Silberstein, Nat'l Window Trimming Co.
	10.00	Rodnon Bros.	29 Whitehall Street, New York City	Trimmed by Blakely & Krakoff.
	10.00	I. Oppenheim	965 Prospect Avenue, New York City	
	10.00	A. Abrahams	1068 Flatbush Avenue, Brooklyn, N. Y.	
	10.00	The Frankle Bros. Co.	Youngstown, Ohio	Trimmed by Max A. Marks.
	10.00	J. H. Winters	1609 Eleventh Avenue, Altoona, Pa.	
	10.00	Mayer & Mohr Cigar Co.	Montgomery, Alabama	Trimmed by L. S. Bradford.
	10.00	P. H. Jungclaus & Son	Glencoe, Minnesota	
	10.00	Joe Feiger, c/o Leo Abraham Co.	Milwaukee, Wisconsin	
	10.00	Vernon Pharmacy	Corner Dale and Como Sts., St. Paul, Minn.	
	10.00	Boyce Drug Co.	331 West Superior Street, Duluth, Minn.	Trimmed by H. G. Schaffhausen.
	10.00	Fred F. Finch	205 Brady Street, Davenport, Iowa	
	10.00	McKay & Monkman	Ninth and Broadway, Los Angeles, Calif.	
	10.00	Levy Cigar Co.	Seventh and Spring Sts., Los Angeles, Calif.	
	10.00	C. F. Mickley	543 South Spring St., Los Angeles, Calif.	
	10.00	Kemper Drug Co.	Los Angeles, California	
	10.00	Julius Hess	Riverside, California	
	10.00	Hale & Whitney Cigar Co.	Pasadena, California	
	10.00	Krumb & Mierson	Stockton, Ellis and Market Streets, San Francisco, California	Trimmed by Black Crane Co.
	10.00	Holmes & Mierson	Powell and Ellis Sts., San Francisco, Calif.	Trimmed by Black Crane Co.
	10.00	Crescent Cigar Store	Fourth and Pike Sts., Seattle, Washington	Trimmed by Louis J. Roberts, Mgr.
	10.00	Rideout Cigar Co.	617 Second Avenue, Seattle, Washington	
	10.00	Slatten's	1522 Westlake, Seattle, Washington	
	10.00	Singer Cigar Co.	Albuquerque, New Mexico	Trimmed by C. Cooney.

S. O. S. Means "Send on Smokes"

Our London contemporaries will no doubt verify the following story which has made its appearance in several of our daily newspapers:

"Motor delivery vans of one of London's largest tobacco firms have been equipped with wireless apparatus in order that help may be rushed to needy smokers on receipt of the signal S. O. S.—meaning 'Send on smokes.'

"This firm claims to be the only one in the world using the wireless in its delivery system. The firm communicates through a station on the roof of the building. Aerials are placed on the vans, manipulated by an operator inside. As a time-saver the wireless is said to more than save its cost. Very few messages are missed because of atmospheric disturbances.

"An instance of its usefulness, one of the wealthy West End clubs ran out of tobacco supplies at 5.40 o'clock in the afternoon, within twenty minutes of closing time for the firm. The S. O. S. signal flashed from the roof on receipt of the order. At 5.59 the motorvan, after a mad race up the street, threw on its brakes in front of the club. The wireless, therefore, not only saved a large order but relieved the clubmen from distress."—Exchange.

The American House cigar stand, Reading, Pa., recently displayed "El Palencia" (Boltz, Clymer & Company) in popular sizes. It also carries "Bold," "Girard," "Courtello" and "Muriel" cigars.

Humler & Nolan Incorporate

The financial difficulties of Humler & Nolan, Louisville, Ky., referred to elsewhere in this issue of "The Tobacco World," have been satisfactorily adjusted and all the creditors have agreed to accept thirty cents on the dollar.

The company incorporated under its old name Friday, November 27th, with a capital stock of $20,000, divided into two hundred shares of the par value of $100. The new concern is authorized to incur an indebtedness not to exceed $40,000. Bert Humler, Joe M. Humler and Wm. J. Nolan, each holding three shares, are named as the incorporators.

The new firm will continue to operate the general wholesale and retail cigar and liquor business at Fourth Street, near Market, besides maintaining its branch stands in the Louisville hotels.

Nashville Store in Bankruptcy

The Flag Cigar Store of Nashville, Tenn., has had involuntary petitions in bankruptcy filed against it in the Federal Court. S. J. Mankin, C. E. Griffith, Jr., and the Southern Bank and Trust Company, of Nashville, are named as petitioners. D. J. Hanifin and H. S. Kirk are proprietors of the bankrupt concern.

Alexander Herbert, vice-president of Philip Morris & Company, was a recent visitor in St. Louis on his way to the Pacific Coast.

The Value of Advertising

TWO classes of advertising are requisite in the building up of a successful cigar and tobacco business. The manufacturer or wholesaler should make a point of utilizing the journal of his trade to bring his goods before the distributing portions, and the latter either on their own initiative or in conjunction with the manufacturer or wholesaler should interest the smoking public in the goods they have to sell. This matter of outside publicity is one very often undertaken by the wholesale sections of the trade themselves and this method undoubtedly helps to create a demand, a fact highly appreciated by retailers. It is, however, the combination of trade journal and daily or weekly newspapers which produces the maximum of results.

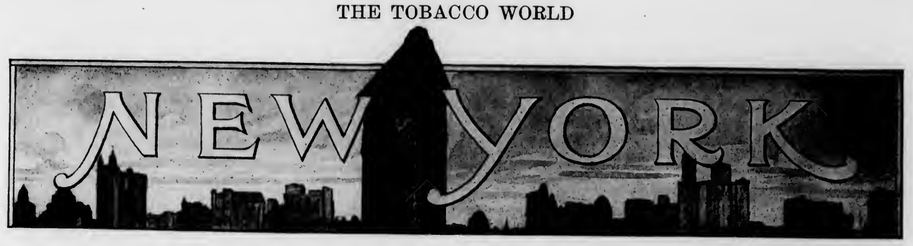
How often does not the traveling salesman testify to the beneficial effect upon his work of his leading lines being featured in the trade journal? It saves him time, and also his prospective customer's patience when the latter has at least some little knowledge of the goods through the medium of the trade journal. If the latter is an organ conducted upon right lines, it is read by every retailer who wishes to succeed in his business, and it thus follows that the advertisements are not overlooked either. As a matter of fact the bulk of the trade journals today are looked forward to by their readers and are carefully studied from cover to cover. The advertising announcements which appear in them cannot fail to reach the people for whom they are intended. They are special announcements, designed to advertise specific articles to certain buyers, and the trade journal is the special vehicle which conveys the information about these articles to the people who alone will buy them. As a contemporary remarks: "Every good traveling salesman testifies that when he reaches buyers well posted through the trade paper, he finds his work already half done and secures quicker and better results." If the producer of an article wishes therefore to have his goods put into consumption he should first of all make sure that the distributing sections of the trade are sufficiently interested to stock his goods. An absolutely unknown article has not the same chance of success as one which is regularly put before the trade in an attractive fashion.

One of the main characteristics of trade journal advertising should be a plain, straightforward and convincing story about the goods desired to be sold. Fine phraseology is one thing, and "freak" stunts another, but no small part of the function of trade journal advertising is that it should supply retailers with salient facts and apt arguments which he can use with his customers either through the medium of his own local advertisements or conversationally over the counter. Misstatements or exaggerations should therefore be eschewed, as these have an awkward knack of coming home to roost sooner or later, and the results are—well—unfortunate in the extreme. A statement of fact which coincides with the intrinsic merits of the goods themselves, can never go very far astray, and once both dealer and customer are convinced upon this important score, the battle is pretty well gained. The same remark applies to announcements in the daily press. If these are of the "spread eagle" type, a little fleeting popularity may result, but the essential matter of permanence is lacking. To put it plainly, the public may be fooled for a little time, but to use a well known phrase, "You cannot fool all the people all the time." Plain statements of fact may thus not be so flamboyant as taller forms of talk, but they have a wonderful habit of working out the salvation of the article which they advertise. When along with these is combined a further fact, namely, that the advertising manufacturer has brought home to the distributor that the latter can by regular and satisfactory sales add to his profits, and his reputation as well, by handling the goods of the former, the end aimed at will have been secured, and the fundamental virtues of advertising once more established.

The same contemporary from which quotation has already been made has another highly suggestive remark: "Every house," it says, "ought to create an individuality which will distinguish the firm or their products from others of the same class. That distinctive mark supported by the saleability of the goods and by judicious advertising to the trade is the best foundation for a successful and established business." This is very true. "What's in a name?" is a phrase which is specially applicable to a product in daily consumption, and the selection of a handy, attractive name for brands of cigars, cigarettes or tobaccos is a matter of considerable moment. Anything cumbrous, forming too big a mouthful for the customer to pronounce readily militates against the constant use of the article. The happy thought which has evolved a telling cognomen for, say, a brand of cigars is in itself an advertising factor of great value inasmuch as it gains the great advantage of what may be termed the friendly familiarity of the customer, and the advertising force of personal recommendation has an effect altogether its own. A great deal is to be said in favor of a distinct individuality on the part of the firm or its products. We do not mean anything in the nature of eccentricity, as that is often a bit risky, but rather the creation of an atmosphere of business practice which should be as original as possible. The packages, window cards, folders, circulars, etc., are all matters which should partake of this flavor of originality, and all these items should be attractive in every way in order to secure the maximum of results. Quality is an advertising asset, the value of which it is impossible to overestimate, but however outstanding the merits of an article may be, unless these are proclaimed abroad, the one solitary fact of quality will not cause that article to move out of stock. The old days when merchants who prided themselves upon not advertising are now for ever passed away and any survivors of that period are now stranded high and dry. The mountain no longer comes to Mahomet, Mahomet has to go to the mountain, and publicity is now more than ever necessary. This is a fact which is generally recognized, and the general practice is to regard advertising not as an excrescence, but part and parcel of the regular working costs, and one which should never be neglected but kept fresh and up to date.

We end as we began by emphasizing the value of publicity of the two-fold kind, namely, that which has to be done to the trade and that for the public. The one is incomplete without the other, and those firms which systematically look after both are reaping the harvests of well planned and properly directed endeavor.—*Canadian Tobacco Journal.*

That it is not necessary to fill a window full of goods in order to make it attractive was recently demonstrated by Tom Sweeney in the window of the Dyckman Hotel, Minneapolis, Minn. The space was a small one, but Mr. Sweeney by his clever arrangement of a few pipes, several packages of cigarettes and a very small number of boxes of cigars, easily carried his point. Here is something by which other dealers might profit.



Wm. Demuth & Co. Get Many Pipe Orders

SALESMEN for Wm. Demuth & Company, the well known makers of the famous "WDC" line of pipes, are sending in attractive orders for the holidays, according to a recent report from the office.

Through the extensive advertising of the "Wellington" pipe in newspapers and magazines with a national circulation the retailer has found it well worth while to carry a stock of "WDC" pipes. The "Wellington" pipe has become quite popular with the pipe-smoker, due in a great part to the national advertising that has been done.

Helios Factory Strike Settled

Recent advices from Manila to the well known house of Horace R. Kelly & Company state that the strike which has been in force for some time at the Helios factory is at an end. Horace R. Kelly & Company are the sole agents in the United States for the Helios factory. The satisfactory settlement of this strike will be good news to many jobbers who handle the well known "Helios" brand.

Homer Theocaridis Married

Homer Theocaridis, head of the long established cigarette manufacturing house of D. Theocaridis, was married recently to Miss Beatrice Hortense Raissi, and is now receiving the congratulations of his many friends.

Homer Theocaridis is a nephew of Militrades Melachrino, founder of M. Melachrino & Company. Mr. Theocaridis has been identified with the manufacture of cigarettes practically all his life.

Midtown Premium Station for "United"

Following the report in September, 1912, of the leasing by Mrs. Madeleine Force Astor to the United Cigar Stores Company of the five-story building, 45 x 98.9, at Nos. 28 and 30 West Thirty-fourth Street, at an annual rental of $23,500 net, it is announced that after January 1st the lessee will convert the premises into a midtown premium distributing station, similar to the establishment now maintained in West Eighteenth Street, near Sixth Avenue. The premises will be altered extensively.

B. F. Alexander Supplies Luncheon Cigars

The cigars smoked at the recent banquet given by the Merchants' Association of New York to the officers and executive committee of the Federal Reserve Bank of New York were supplied by B. F. Alexander, the well known representative, who furnished the "La Flor de A. Fernandez y Garcia" brand. The luncheon was served at the Hotel Astor.

A. Garten Gets "Las Palmas" Brand

A. Garten, cigar jobber, 269 Bowery, New York City, has been given control of the "Las Palmas" brand of Manila cigars, manufactured by the Manila Commercial Company, and will hereafter act as sole distributor for the States of New York, New Jersey and Pennsylvania. Numbered among Mr. Garten's trade are large firms, who dispose of quite a quantity of Manila cigars.

Justin Seubert, Inc., Starts Campaign on "Optimates"

SELLING campaign which is attracting considerable attention is that recently started by Justin Seubert, Inc., on the "Optimates" brand. This cigar is a Havana with a broadleaf wrapper.

"Optimates" have been made by the Seubert factory for almost half a century, and during that period they have won a place in the best stores in the country. The Middle West has shown a liking for the brand and it has been a very profitable investment for many tobacconists in that section.

The cigar has held its customers for many years, and although only recently introduced in New England it has proved a winner.

With the present selling campaign in operation it is a fine time for dealers to take on this line. It is understood that there is some open territory which a few "live" dealers can secure by communicating with the factory.

Heard on Broadway

John O'Neill, assistant to the vice-presidents of the United Cigar Stores Company, has returned to New York after a trip on the Pacific Coast and elsewhere.

W. T. Taylor, representative of the "Romeo y Julieta" Factory, has returned from an eight weeks' trip to the Coast and reports that conditions are more favorable than for some time.

"Por Larranaga" Nicionales are noticed in many of the best stores in the city, and it is stated that the popularity of this brand is beyond expectations. The same cigar in other sizes has a heavy call in the trade.

Rhode & Company, who have been manufacturing cigars for a number of years at Third and Broadway, Cincinnati, O., are preparing to move to Pearl and Main Streets, having taken a lease on building at that location.

December 12th is Double Certificate Day at the United Cigar Stores. Many holiday specials are already being shown at the different stores. There is a large variety of imported goods that is attracting the attention of the consumer.

An attack of grip has kept Rudolph Waldner, president of the Waldorf-Astoria Segar Company, away from his office for a few days, but he is now reported to be "on the job" again.

According to report received from the factory of E. Kleiner & Company, New York, N. Y., their well known and popular "La Famosa" five-cent brand is oversold for four months. This company also report that they are oversold on very popular sizes of the "Marie Antionette" clear Havanas.

BANDITS SATISFIED WITH "REYNALDO" CIGARS

Morris Burke and A. Mussatti Lose Good Smokes—Highwaymen Well Satisfied With the Quality

Los Angeles, Cal., November 28, 1914.

MORRIS BURKE, the well-known Los Angeles tobacconist, and Angelo Mussatti, of the progressive cigar jobbing house of Mussatti-Boggio, of the same city, recently paid a visit to San Diego in the gasoline buggy belonging to Mr. Mussatti. After spending all their money in San Diego, they decided that the only thing left to do was to return to Los Angeles, where they could go off in a corner and sing "Gee, Ain't I Glad I'm Home Again," a la Victor Moore.

Once on the broad highway, the gentlemen took no account of their surroundings but burned up the trail, happy in the thought that Los Angeles was only a five-hour drive.

After driving a considerable time they slowed up to take bearings, and were preparing to start off again when two men appeared from the undergrowth and suggested that they delay their departure. One of the men emphasized his remarks by rubbing the barrel of a 38-automatic around the tender portions of Mr. Burke's stomach. The masked faces of the men and the gleaming revolvers made both the men in the car feel mighty glad that they had spent their hard-earned shekels in San Diego. Mr. Burke says there is nothing so painful as parting with the "long green" at the point of a revolver.

The two men searched Messrs. Burke and Mussatti but to their disappointment found only three or four "Reynaldo" cigars in their pockets. (Mr. Mussatti's firm distributes this brand in Los Angeles and adjacent territory.) One of the highwaymen lighted a "Reynaldo" and after a few puffs declared it a fine piece of goods. It was very unlikely said the other highwayman that the gentlemen would carry their money in their grips but if they at least had filled them with this fine brand of cigars they would feel repaid for the search. They searched the grips and stocked up with all the "Reynaldo" cigars in sight. This is a splendid recommendation for the brand, as highway robbers are said to be good judges of cigars.

In departing, the highwaymen stated that they were highly pleased with the brand and that in the future they would do all they could to boost it. To show their further good will, the highwaymen informed the gentlemen that they were about one hundred miles from the road to Los Angeles.

After a thirteen hours' ride, the two knights of the grip reached their home town. Mr. Mussatti says that he is well satisfied with the time lost, as he is sure that he has found a new placement for "Reynaldo" cigars.

J. B. Moos Retired From Jobbing Firm

Joseph B. Moos, for many years head of the well known Chicago jobbing house of J. B. Moos & Company, has announced that he will retire from active participation in the affairs of the firm on January 1, 1915. His financial interests in the company will remain.

It is understood that Mr. Moos will devote his time after the first of the year to the affairs of Albert Pick & Company, in which he has an interest, and is chairman of the board of directors. Albert Pick & Company are in the hotel and restaurant supply business.

Mr. Moos is a comparatively young man, being only forty-seven years old, and is one of the most widely known men in Chicago. Mr. Moos has been in the cigar business practically all his life and is to be named among those cigar and tobacco men who have made Chicago famous.

MAY FIND ENGLISH MARKET FOR AMERICAN LITHOGRAPHIC WORK

(Continued from Page 15)

not be permanent, as it is highly improbable that the English manufacturers would purchase any German products if it could possibly be avoided.

It has been customary for the foreign makers to reserve one design for each customer in any one country, but by running the same designs in different countries they have been able to produce labels at a lower price than the English printers.

The war has done much for the lithograph houses in this country and many of the salesmen report a lot of new business as a result of the curtailment in German imported bands and labels. If the firms which have benefited are awake to the possibilities of their business there is no reason why, even should the war cease in a short time, our manufacturers should not continue to buy goods "Made in U. S. A."

Haworth & Dewhurst Get "La Saramita" Account

IT is with considerable interest that the trade learns that the account for "La Saramita" cigars, made by Shields-Wertheim Company, of Cleveland, in Pittsburgh and adjacent territory, is no longer handled by the Shipley-Massingham Company, but has been transferred to Haworth & Dewhurst, Limited, reckoned as one of the "live wire" cigar houses of the "Smoky City."

W. F. Sharples, who for some time past has managed the cigar department of Shipley-Massingham Company, has severed his connections with that firm and will in the future represent the Shields-Wertheim Company in territory including Pittsburgh, on "La Saramita" and other brands.

Alexander R. Darragh, manager of the cigar department of Haworth & Dewhurst, and Mr. Sharples are now busy outlining their plans for a big campaign on "La Saramitas" to begin the first of the year. Mr. Sharples will devote the major part of his time in the interests of Haworth & Dewhurst, and with the co-operation of their six cigar salesmen and thirty-eight grocery salesmen, his efforts should prove highly productive.

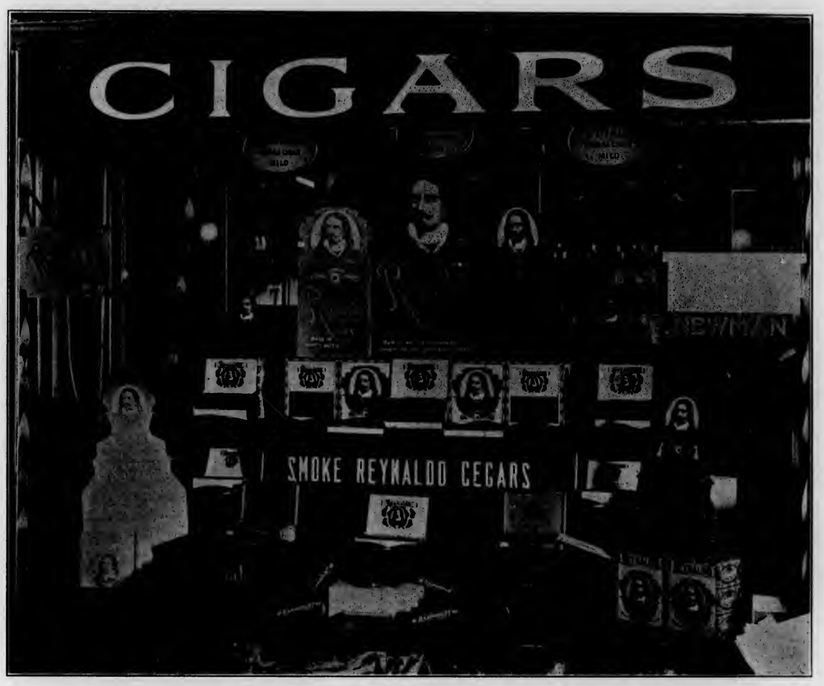
New Cigar Factory for Winston-Salem

George A. Williams, for the past thirteen years superintendent of the manufacturing department of the American Cigar Company, and connected with the J. D. King factory of Winston-Salem, N. C., before going with the American Tobacco Company, has returned to the Southern town of manufacturers and made application to the United States Revenue Bureau for license to operate a cigar manufacturing plant. Mr. Williams, who is considered one of the best cigarmakers in the South, will immediately secure a location for his factory, which he hopes to open in a few weeks.

New Jobbing House Has Standard Brands

Report received from the Hinden Tobacco Company, 279 Plane Street, Newark, N. J., newly established jobbers, is to the effect that they are well satisfied with the results so far shown. The leading brands are "Bold," "Philadelphia Hand-Made," "El Salero," "Garcia Grande" and "El Dallo." In addition to these, the company distributes the products of the American Tobacco Company, P. Lorillard Company, the Liggett & Myers Tobacco Company and the R. J. Reynolds Tobacco Company. The officers of the company are Max Hinden, president; Max Lowenstein, vice-president and treasurer, and George R. Lowenstein, secretary.

"Reynaldo" Display in Washington Retail Store



This display on "Reynaldo" cigars recently appeared in the window of one of the leading retail cigar stores of Washington, D. C. The proprietor of the store is J. B. Newman.

United Profit-Sharing Stock Still Climbs

The advance in United Profit Sharing to about 15 Tuesday emphasizes the size of the dividends that have been made to United Cigar shareholders. This stock cost United Cigar shareholders one dollar per share and, with the six per cent. cash dividend that the United Cigars is paying, makes a return of twenty per cent. for the past year with the fourteen dollar profit on the Profit-Sharing concern. The directors of the United Cigar Stores meet January 15th for the dividend, payable February 15th, and while it was expected some months ago that the depression in Wall Street, where the company has forty stores, would with dull business make doubtful the showing for the year, it can now be stated that the company is in a position to increase the dividend from larger earnings the past year. In fact, for the whole year the company has earned one per cent. more than in the previous year. There has been no falling off in business in the South and for the whole country there is a gain in gross earnings, the whole of which has been reflected in the net.

Gunst Company Sells Stores

Two of the stores of M. A. Gunst & Company in Portland, Ore., have recently been disposed of. The one in the Multnomah Hotel was sold to Oscar T. Olison, while another at Broadway and Morrison has been purchased by John Gilbert.

New Pittsburgh Stogie Factory Busy

The third factory to be operated by the Standard Cigar Company was recently opened in Pittsburgh at the corner of Liberty Avenue and Fisk Street. "Dry Slitz" stogies forced the building of this new factory, and with its capacity of 150,000 of them a day five hundred employes have been kept busy.

The factory is a modern four-story buff brick building, with a frontage of seventy-two feet on Liberty Avenue and one hundred feet along Fisk Street. Sanitation, comfort and convenience have been the watchwords of the Standard Cigar Company in the construction of their new building and every effort has been put forth to have the building equipped with the most modern appliances for work and comfort.

Smokers of "Dry Slitz" stogies would appreciate the splendid conditions under which these smokes are made if they could see the new home.

Reid Cigar Company Opens in Columbus, Georgia

Robert Reid, formerly proprietor of the Reid Pharmacy in Columbus, Ga., has recently opened a cigar store at 1230 Broad Street, under the title of the Reid Cigar Company. In addition to the cigar and tobacco business, Mr. Reid will retain the agency for Liggett & Myers' premiums, and several other articles.

San Francisco

Business Shows Improvement Since Election—Jobbers Will Have to Make Adjustments to Meet Conditions in Other States—Dealers Take Up Scrip Advertising

San Francisco, November 20.

SAN FRANCISCO wholesalers report that business throughout California has improved materially since the late election. This is due in part to the defeat of the prohibition movement in this state; but it is also due in part to the general improvement in financial matters which is manifest throughout the Far West. Probably the wholesale situation in other parts of the Coast is not quite so active as here, owing to the prohibition successes in both North and South. It is recognized that there must be a considerable adjustment to meet new conditions by the jobbing trade of Portland and Seattle; but as the prohibition laws in both the Northern States do not become operative until January 1, 1916, there is left more than a year to complete the necessary changes. The extensive trade of Los Angeles wholesalers with Arizona is also affected by the dry victory in that state; but Los Angeles and other Southern California cities and towns are counting on the big tourist trade of the coming winter to more than offset any losses in Arizona.

Major Burrows, the factory representative in Central and Northern California for the Lovera Company, is in receipt of a long delayed shipment of "Bandero" cigars over the Panama Canal route, and he is now getting these into the hands of Wellman, Peck & Company for distribution to the retailers of this section. This shipment was caught in the late landslide at the canal, and the delay caused considerable inconvenience. Other lots are, however, now due, and Major Burrows is now counting on making November and December by far the biggest "Bandero" months of the year.

Emil Judell, of H. L. Judell & Company, who left for the Rogue River Valley and the Coos Bay section of Southern Oregon immediately after the election, has returned to San Francisco with rather cheering reports. He finds that the cigar trade of that region is not wasting any time grieving over the prohibition victory. Those dealers who are not allied with the liquor trade are naturally not injured, and those who are plan to make the best of the matter. Mr. Judell did a good business and found collections better than he had anticipated.

"Bat" Nelson, traveling man for the "Schinasi" cigarette line, is now on his way North for a run through Oregon and Washington. He will work the trade of the Northwest for about six weeks, and will get back home in San Francisco about Christmas time.

Marc Brunner, traveling representative of E. Regensburg & Sons, is again on the Coast in the interest of the "American" line of clear Havana cigars. Since arriving in San Francisco he has made his headquarters with Charles Mattheas & Company, Pine Street jobbers, who have for many years looked after the distribution of the "American" in this territory.

C. W. McCormick, Western representative of Y. Pendas & Alvarez, who left for the North shortly after the election, is now in Montana on his long swing over his Northern territory. He reports doing a good "Webster" business all along the line.

C. H. Schmidt, vice-president and manager of Tillmann & Bendel, wholesale grocers and tobacconists of San Francisco, left a few days ago for a visit to the company's factory connections along the Atlantic. Some time will be spent with Sanchez & Haya and with T. J. Dunn & Company. Mr. Schmidt will return to San Francisco about the end of the year.

Arthur Bachman, president of S. Bachman & Company, who was in Europe at the time of the outbreak of the European war, but who returned to America several weeks ago, has now reached San Francisco. He is once more at work getting acquainted with the situation as it has developed during his long absence.

E. M. Elam, factory representative of the Sanchez & Haya line of cigars, is now looking after the San Francisco end of the trade, having completed his round-up of the Southern California trade.

David Feifer, of the firm of B. Feifer & Company, of New York, is in San Francisco this week looking after the Feifer interests in union labor sections of town.

C. Sorg has bought out the cigar and tobacco store of Ed Eppstein, at Oakland, Cal.

Some of the San Francisco cigar dealers have taken up with the "Scrip" scheme of advertising under the impression that they can give "A mile in travel for a dollar in trade" without seriously interfering with their profits. The San Francisco Chamber of Commerce has come out against "Scrip" and is urging the various retail organizations affiliated with that body to urge on their members the advisability of letting the new scheme alone. As it happened, some of the officials of the San Francisco Retail Cigar Dealers' Association had been among the first to take to the new advertising, notwithstanding the fact that the Association has always been officially opposed to all forms of premium coupons. After some little agitation, the officials resigned, preferring to give up the Association rather than the advantages which they believe are resulting to them from "Scrip." The new officers of the Association who have been chosen to fill up the vacancies are: President, Robert E. Donahue; first vice-president, Fred Prince; and J. C. Connor, second vice-president.

L. A. Sawyer is back in San Francisco after a trip through the mountain counties of the southern half of California. In this so-called Southern Mines section of the state Mr. Sawyer found the situation improving, the general feeling being that financial matters would mend considerably from now on.

Sam Caro, an old-time cigar traveler, who was obliged to give up his line and take a rest for the benefit of his health several months ago, is again about town looking much better. He expects to be entirely recovered before long.

Matt Foeller, a retail cigar man of Portland, Oregon, died at his home in that city a few days ago.

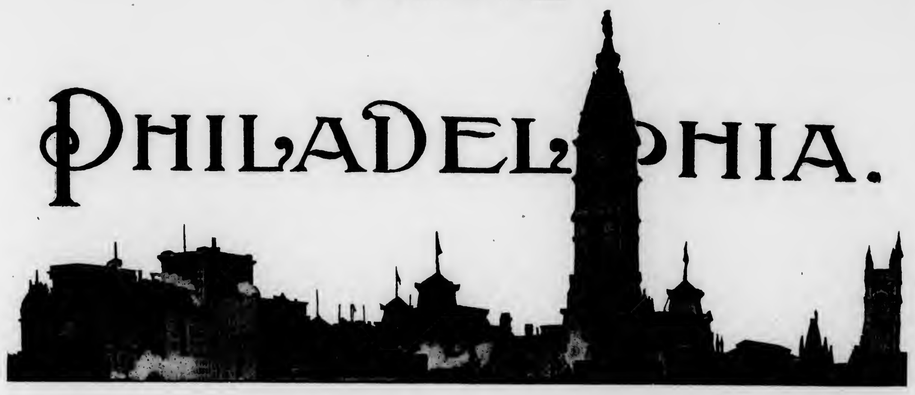
John C. Young has bought out the De Luxe Cigar Stand at 426 Thirteenth Street, Oakland, Cal., from E. R. Seaman, the former proprietor.

M. A. Gunst & Company report a splendid beginning of the early holiday trade on "General Arthurs." They are selling nothing smaller than fortieths this season.

ALLEN.

As the result of the splendid work of E. W. Bethel and his crew of men from M. Melachrino & Company on "Royal Nestors," this brand of cigarettes in ten-cent packages is reported to be achieving remarkable success.

Victor R. Newman, who recently visited the retail and jobbing trade of Lancaster, Pa., in the interests of the Larus & Brother Company, Richmond, Va., reports that he found a very satisfactory increase in that territory in the sale of the company's "Edgeworth Ready-Rubbed" smoking tobacco.



Christmas Goods Feature Yahn & McDonnell Displays

YAHN & M'DONNELL, whose headquarters are located at Fifteenth and Chestnut Streets, Philadelphia, are daily receiving shipments of holiday goods and packages which will be placed on sale during the current week.

A glance over the list of special packings shows three shapes of Upmann, two sizes of "Romeos," six varieties of "Espana," and a choice selection of "Infinata," "Hoyo de Cuba," "Por Larranaga," "San Martin & Leon" and "Muriel."

Cigarettes of the better grade are not overlooked, as the "Condax" in mahogany boxes of ninety and two hundred and fifty and the special opal boxes of "Herbert Tareyton" occupy a prominent place in the display.

A new brand which has recently been added to the lines carried by this firm is the "Villazon," made by Quiros, Villazon y Ca., Tampa, Fla. This cigar is of Spanish workmanship and comes from a bonded factory.

New "As You Like It" Package a Winner

Godfrey S. Mahn, cigar manufacturer and importer with headquarters at Eleventh and Chestnut Streets, Philadelphia, is meeting unparalleled success with the metal package in which he is now marketing his "As You Like It" cigar.

Mr. Mahn has secured the patent rights for the United States and Cuba for this particular style of packing. The construction of the case makes each package a humidor, which will keep the cigars in better condition than any other means now known.

There are thirty-two sizes of these cigars and three sizes are packed exclusively in the new style metal boxes.

Lawrence Gunst to Come to Philadelphia

A new member of the staff of Theobald & Oppenheimer Company will arrive about the first of the year, when Lawrence Gunst comes to this city to take up new duties with the above firm. "Larry," as he is better known, has been looking after the interests of M. A. Gunst & Company in Tampa for a number of years. Many friends in Southern territory heard of the contemplated change with regret, but this promotion to larger opportunities has brought many messages of congratulation to Mr. Gunst.

Jeitles & Blumenthal, Ltd., 119 South Eleventh Street, Philadelphia, are still working their factory on a full handed, full time schedule, and the orders which have been received for shipment after January 1st are the largest ever received by them for distribution at this time of the year.

Philadelphia Notes

George Kraus, representing Samuel I. Davis, Tampa, Fla., gathered some attractive orders while in Philadelphia last week.

Sam Frank, of the well-known pipe firm of S. M. Frank & Company, 928 Broadway, New York City, was in Philadelphia last week gathering last-minute orders for pipes for the holiday trade.

J. L. Hoffman, sales manager for the Falk Tobacco Company, 171 Water Street, New York City, spent Thanksgiving in Atlantic City. On the return trip Mr. Hoffman made several calls among the dealers in Philadelphia.

Terry & Duncan, Tenth and Chestnut Streets, Philadelphia, have received the first shipment of goods for the holiday trade. Among the better known brands are the one-fortieths packings of Sanchez & Haya Company, "Websters" and "Savaronas."

Wm. T. Duncan, who represents the well-known Tampa firm of San Martin & Leon, was in Philadelphia last week and collected a goodly number of orders for "San Martin & Leon" and "Hoyo de Cuba" brands, manufactured by this firm.

A new cigar which the several stores of Mitchell, Fletcher & Company have added to their line is the "Equlaidad," made by El Sanchez & Company, Tampa, Fla. These goods are packed fifty in a box and sell for $6.00 the hundred, and in smaller quantities at four for 25 cents.

Acker Company Has Unique Package

The cigar departments of the Finley Acker Company stores are daily receiving shipments of Havana and Key West cigars for the holiday trade. One special packing which has attracted widespread interest is one which represents a library table.

The top of the package can be raised and contains fifty cigars with inside humidor lining, and which can be utilized for a long period.

What is said to be the first cigarette advertisement to appear in the "Saturday Evening Post" will be that shown in the December 12th issue. It will feature a double-page spread in the interests of "Camel" cigarettes, manufactured by the R. J. Reynolds Tobacco Company.

Something For The Man Who Sells

PERSONAL appearance in business, as in social affairs, is more than half the battle. Appearances may be deceptive, but the very fact that they are deceptive shows that they exert an influence over those with whom we come in contact. There is no disgrace in poor or shabby clothing, but we cannot wear these and at the same time advertise ourselves as a success. To be a success we must look successful, as success inspires confidence both in the dealer and in his lines. It may be a poor trait of human nature, but no one wishes to deal with a merchant or a salesman who looks down at the heel and as though his business ventures had not turned out well. Not only should the store and its appurtenances present as good an appearance as possible, but the salesman or merchant himself should put up a good front. A neat appearance has carried many a man a long way toward success. Expensive clothing is not essential. In fact, foppishness may be regarded as the opposite extreme to untidiness. Dusty shoes or clothing, coat collar covered with dandruff, face covered with a whisker of three or four days' standing, untidy linen or finger nails; all these things are inexcusable in dealing with the public and are a barrier to success in any case. No matter how persuasive a salesman a man may be, the attention of the particular customer is distracted from the subject in hand by the discordant note in the salesman's appearance, and ten to one the customer will resolve to go where conditions are more attractive. The items mentioned do not by any means exhaust the list of defects which may neutralize the salesman's efforts and alienate trade both from himself and from the store. A millionaire who wears shabby clothes and cultivates personal peculiarities may be called eccentric, but the public will not be nearly so lenient with the man who still has his fortune to make.

The critical point in salesmanship is no doubt in knowing how and when to close a sale. The same principle is at the bottom of the fact that the country boy with a small sapling for a pole and the crudest of fishing tackle will often catch more fish than the city individual with jointed rod and the most up to date appliances which money can buy. Many a salesman talks himself into a sale and out again without being aware of the fact. This does not imply that the salesman should begrudge the time spent in giving explanations or in describing fully the qualities of the goods. The public are often repelled as much by over-anxiety to sell when they come in to look around as they are by a grouchiness or inattention to inquiries. The salesman should know intuitively when he has reached the right point to make a sale. This may be less a matter of natural aptitude than the result of a careful study of human nature, particularly as applied to salesmanship. The economy of time in salesmanship is of more importance, perhaps, in the large store than anywhere else. There should be no appearance of undue haste, but the salesman should make a careful and accurate study of the amount of time necessary to bring the customer to where he is ready to purchase. This may, as in mechanics, be called the point of greatest economy in salesmanship. It is a mistake to mention or show other goods as a possible choice after the customer has carefully considered and selected his purchase. Without loss of time, yet without being unpleasantly abrupt in his manner, the salesman proceeds to look after other customers, making sure, however, that the previous customer receives his parcel or change, and also to show his appreciation of the customer's patronage by a polite method of taking leave as the customer takes his departure.

A good memory is beyond question a most valuable factor in business. It is human nature to warm up to those who pay us the compliment of remembering us by name or otherwise. Names are harder to remember than faces or personal incidents. One dealer suggests making a check list or a memo. of the store's dealings with each customer, and also of any other facts which are obtainable. For instance, he enters John Smith's name on his book, also a memo. of the goods purchased, together with the date. He also notes the names of other members of the family, the fact that he has five children, that one son is at high school, or that a daughter is interested in music. Only the most important facts, of course, are noted. This book may be kept in a convenient place and reference made at any time by means of an alphabetical arrangement, and in this way, at a moment's notice, the dealer can place himself in possession of a number of important facts. This may suggest inquiries which lead up to trade. At any rate, the customer is put in a good humor and becomes ultimately a firm friend of the store which appreciates his trade. Some try to make system take the place of memory, and in this way become overloaded with detail. While many things can be safely entrusted to memory, important details should be recorded. The man who trusts his record of accounts or business transactions to memory may find himself hopelessly entangled. No less unwise is the salesman or merchant who cherishes memories of personal slights and continually has a grudge to vent against some one. The salesman should keep in mind that when he is working for another he has no right to cultivate or give vent to little exhibitions of animosity. His services during business hours belong to his employer and the interest of the latter should be the prime consideration.

Much has been said and written of habit. It has, in fact, formed a most prolific subject for both reformers and educators of all sorts. Very little light is thrown upon its meaning by a reference to the origin of the word, beyond the fact that it is connected with the Latin word "habeo," to have. Strangely enough, the manner in which habits are recorded or stamped upon the organism has remained very largely a mystery, owing, no loubt, to the inherent difficulties of studying the human brain at work or in its functions, the brain of the subject after death showing no observable trace of the workings of habit, or in fact, of any kind of mental operation or development, the only indication of superior brain power being, perhaps, the possession of a slightly larger brain or one with a few more twists or convolutions. The external manifestations, however, are sufficient for the present purpose. One of the most prominent characteristics of habit is the necessity of repetition to fix the impression, after which the habit is said to be formed. Another marked feature is the fact that habits once fixed are hard to break off, showing the strong advisability of the formation of correct habits only. For ordinary, every day purposes a good habit is one which is beneficial to one's self or to some one else or to both. A bad habit is, of course, the reverse. In modern business life, with its strenuous and strongly competitive conditions, the application of habit is evident. Habit makes for economy both in mental and physical effort. With correct business habits more work can be done, since many things can be done almost automatically and with little expenditure of brain power. Only those habits which make for greater efficiency are cultivated, and those which are wasteful of time or energy are avoided. Good habits are essential to success. All bad habits retard success and some are fatal to it. Among the most important good business habits may be mentioned promptitude. This applies to being prompt in meeting business engagements of all sorts, to getting down to work on time in the morning, to waiting on customers promptly and without unnecessary delay, to attending necessary duties about the store or establishment. Promptitude at quitting time or in asking for a raise in salary will re-

(Continued on Page 26)

CREDITORS OF LOUISVILLE CIGAR FIRM RECEIVE OFFER OF 30 PER CENT SETTLEMENT

Those Holding Claims Aggregating $54,000 Said to Have Agreed—Total Indebtedness, $70,854—High Rents Blamed for the Disaster

CREDITORS of Humler & Nolan, a Louisville (Ky.) cigar and cafe concern, have received letters from attorneys of the firm in which a settlement is offered on a basis of thirty cents on the dollar. It is stated that most of the larger creditors have agreed to the plan. High rents for hotel cigar stands in other cities formerly controlled by the local firm are blamed for the condition that prompted the letters.

The total indebtedness is given at $70,854, creditors being a New York cigar manufacturer, with rediscounted notes of $48,295.65; the Second National Bank of Louisville, with a secured claim of $8000; the National Bank of Commerce, $2500; a Louisville factory, $3644.50; a Tampa factory, $2414, and open accounts running between $4000 and $5000.

It is stated the assets include stock, furniture and fixtures in the Fourth Street house; a dwelling house occupied by Mr. Humler on Third Street, probably worth $5000; equity of $2500 in a house occupied by Mr. Nolan, subject to a $6600 mortgage, and liquors and cigar stock in trade estimated to be worth $16,000.

It is explained that the firm has a lease on a cigar stand in The Seelbach which may or may not be taken by a trustee as an asset. The attorneys point out that if it were taken and sold the proceeds would be offset by the depreciation of the assets if handled through a bankruptcy court. This lease has an annual rental of $9000.

The lease on a stand formally conducted by the firm in the Old Inn, it is stated, recently was surrendered on the advice of the attorneys. Since that time a suit for the remaining rental of $30,000 for six years has been filed, it is explained, and the outcome is problematical.

According to the attorneys, friends of the firm have come to its assistance and a settlement of thirty per cent. cash in full can be made. Holders of the rediscounted notes and the cigar manufacturers who are creditors, it is stated, have agreed to this basis as settlement. They represent claims aggregating $54,000.

Taft & Company Open New Store in Des Moines

C. C. Taft & Company have opened their newest cigar store in Des Moines, Ia., in the S. & L. building at Fifth and Walnut Streets. The store has been well supported by the public and bids fair to set a record. A full line of standard brands are carried.

The room is finished in mahogany and onyx. The floor is of tile and an indirect system of lighting makes an attractive interior. The store will be conducted by W. J. Masury, who has been connected with the Martin Cigar Company, of Davenport, for the past four years, and Frank Brown, an employe of the Taft concern for four years.

Milwaukee's New "Smoke Shop" Now Open

"The Smoke Shop" under the direction of H. W. Moering and H. A. Collins, known as Moering & Collins, recently opened for business at 396 Eleventh Avenue, Milwaukee, Wis. The new store fixtures, which are attractive, include settees in the front and a comfortable card and lounging room in the rear. Messrs. Moering & Collins carry a splendid line of cigars, among which are "Webster," "San Felice," "New Bachelor," "Cinco," "El Sidelo," "La Verdad," "Originator" and "Savarona." Mr. Moering was the former owner of the Transfer Store at 400 National Avenue, Milwaukee.

COURT OF APPEALS DISMISSES ACTION BROUGHT AGAINST THE IMPERIAL TOBACCO COMPANY

Big Company Said to be in Market for Five Million Pounds of Leaf—Verdict Returned Against Them December 2, 1913

Frankfort, Ky.

THE Court of Appeals has followed its opinion handed down this week in the case of the International Harvester Company and directed the Union Circuit Court to dismiss the prosecution of the Imperial Tobacco Company, of Kentucky and England, which were fined $3500 each under indictments charging them with being in a "combination to depress the price of leaf tobacco below its real value." The indictments were returned in Henderson County, and a change of venue was taken.

The opinion in the Imperial Tobacco Company case was brief, simply referring to the Harvester decision and saying this is controlled by the decision of the United States Supreme Court in the Harvester suit. "Under the principles laid down in that opinion the judgment must be reversed and the action dismissed."

Lawyers are still at sea as to the status of the Kentucky anti-trust law. Formerly it forbade combinations in restraint of trade, but after the enactment of the Crecelius law, permitting farmers to pool, the court, in an effort to harmonize the laws on the subject, said indictments thereafter must allege that the conspiracy was to depress or inflate the price of articles below or above their real value. The Supreme Court of the United States, to which the Harvester Company appealed, held the law as construed unconstitutional, and the charge of depressing or inflating prices illusory and impossible of exact definition.

The Commonwealth in these cases took the position that the Crecelius Act was nullified and the law should remain as construed by the Court of Appeals prior to that time, and, furthermore, that the allegations as to the purpose of inflating or depressing prices could be treated as surplusage, and the indictments and convictions still remain good as to that part necessary to be proven under the law, as it was prior to the Crecelius enactment.

The Court of Appeals, however, held that these cases as they stand, in the light of the Supreme Court decision, should be dismissed. Judge Hannah wrote the opinion.

"Kilkis" Name of New Cigarette

The friendship tie between Greece and the United States is being strengthened by the Capital City Tobacco Company, of Atlanta, Ga., in a new cigarette which is just being put upon the market, named "Kilkis," after Greece's new battleship, which was formerly the "Mississippi" of the United States navy. With each package of "Kilkis" goes a handsome felt flag design of the Greek and American flags intertwined.

The new cigarettes are packed in attractive boxes, the covers of which are reproductions of an American marine and a Greek sailor. On the interior of the box cover is shown a photograph of the battleship.

H. W. Robare Forms New Connection

Harry W. Robare (V. Guerra, Diaz & Co.), who will be remembered for his splendid work in the placing of this company's "La Mega" in the Northwest, covering the greater portion of Oregon, Washington and Idaho, has severed his connection with V. Guerra, Diaz & Co. and become city salesman for Allen & Lewis, Portland, Ore. Mr. Robare at the present time is devoting his attention to the distribution of "El Sidelos."

Something For the Man Who Sells

(Continued from Page 24)

quire no special cultivation. Cheerfulness is another important business habit. No one likes to do business with a grouch. Some employers are affable with those who meet them upon an equal footing and are nasty with those beneath them. This is cowardly. No man ever built up an efficient working or sales force upon such a principle. Cheerfulness is just as necessary to get the most out of an assistant or employe as it is to attract and cement business. Attentiveness or alertness is another requisite to success in the best sense of the word. Business requires watching or it will slip away. Customers may wait once at the counter while an employe finishes a conversation or dwadles about over some trifling occupation, but ten to one he will register a resolve to go somewhere else next time. The successful salesman is the one who is on the alert for every bit of business which comes his way. If customers show an interest in some line of goods he is ready to show these promptly and cheerfully, whether a purchase is made upon the spot or not. Nothing is too much trouble. In this way business friends are made. These are the kind of clerks people inquire for, and are the kind which will generally be found totalling up the largest bill or list of sales at the close of the day. Habits relating to personal appearance are of the greatest importance. Among these may be included cleanliness of the person, the hands and nails well cleaned, the clothes brushed, laundry clean and shoes polished. Odors of perspiration, tobacco, or liquor of any kind are all offensive. Inattention to these details helps very materially to make the non-successful salesman. The employes' habits outside the store are almost as important as those inside. Wholesome recreation is essential. Sport, of the kind which builds one up physically and makes him stronger, fresher, more clear-headed, and fitter for his daily occupation—this is a practical necessity for best results. The sedentary person, who would rather sit indoors, reading or smoking, but at any rate without sufficient exercise and fresh air, is placing a handicap on his chances for the success which belongs only to the strong and the energetic. If simple inactivity be a barrier to success, how much greater is the injury done by the cultivation of dissipated habits. A portion of one's leisure should unquestionably be applied to self-improvement. The self-improvement habit is a good one to acquire. Never be content to remain at a standstill intellectually. The highest positions, as a rule, are awarded to plodders only. Learn, not only your business, but all around it and above it, this is the only way to fit one's self for advancement. Business managers and others in high position are selected from among those who have mastered all the details of the business and perhaps many others besides. Last, but not least, the cultivation of correct business habits excludes and prevents the formation of those which are improper and prejudicial to success.—Exchange.

Wm. A. Stickney Company Takes New Stands

The two cigar stands of Edward Kaufmann, located in the Railway Exchange Building, St. Louis, Mo., have been taken over by the William A. Stickney Cigar Company and will in future be operated by that company. The stand at the Locust Street entrance will be under the direction of George J. Blair, formerly with the cigar department of the Johnson Brothers Drug Company. The name of the manager of the stand at the Olive Street entrance is to be announced later.

"Sanchez & Haya" in various sizes is being featured by the Cobb Cigar Company, Atlanta, Ga.

The greater portion of last month was spent by W. E. Colton, representative of the Havana-American Company in Florida in the interests of the "El Principe de Gales" and "La Preferencia." Mr. Colton also recently paid a visit to Atlanta.

Trade Comment

Satisfactory business is reported by Bergman Brothers, cigar manufacturers and retailers at Troy, N. Y.

Satisfactory business is reported by D. F. Fleck, Reading, Pa., on his well known "Courtello" cigar. He reports operating with a full force at his factory on Cherry Street.

The stores of the Levenson Cigar Company, Richmond, Va., have been displaying the well known Boltz, Clymer & Company's "El Palencia" recently.

In addition to "Tom Palmer" cigars in four sizes (clear Havana) just recently added, W. T. Franklin, St. Paul, Minn., is showing some attractive offerings in Benson & Hedges' cigarettes.

Dan Junk is doing some notable work locally on the very popular "El Roi-Tan" cigar for F. A. Davis & Sons, Baltimore, Md. The cigar, covering fifty-two sizes, has gone with a rush and has secured a large distribution.

H. Fendrich, Evansville, Ind., manufacturer of the widely distributed "Charles Denby" cigar, recently paid a visit to Lancaster, Pa., where he devoted his time to an inspection of a number of new crops.

Henry Keith, New Orleans, La., agent for "La Mega" cigars, V. Guerra, Diaz & Company, reports that this brand is being satisfactorily received in the various portions of the city.

Recent window displays in the windows of the South Illinois Street store of L. G. Deschler Cigar Company and the Huder Pharmacy, Indianapolis, Ind., on the well known "Savarona" brand, manufactured by the Cayey-Caguas Tobacco Company, attracted much attention.

I. Samuelson & Company, Memphis, Tenn., report business good at their principal store, opposite the Peabody Hotel, and at their stands located in the various portions of the city. They state that they are experiencing very nice sales on "Julia Marlowes" (Corral, Wodiska y Ca.), in addition to a good demand from country trade for their five-cent "El Cubo."

"D. & F.," Perfecto Shape, Seed and Havana, is the title of a new cigar that is now being put on the market by the Friedland Cigar Company, of Denver, Colo. It is the intention of the company to continue the manufacture of the present two for twenty-five cents size until a sufficient demand has been created for three for twenty-five cents and ten cents straight sizes.

Through the efforts of Lewis Cohen, of L. Neuburger & Brother, and C. N. Trivett, of the J. G. Cohen Cigar Company, local distributors of "Picadura Imports," Tacoma, Wash., November 16-21 inclusive was set aside as "Picadura" week, several windows having been devoted to attractive displays on the brand.

Situated in the heart of the real estate district, the cigar stand of John L. Streszewski, located in the International Life Building, St. Louis, Mo., is numbered among the successful stores of the city. Mr. Streszewski carries the following well known brands: "Sanchez & Haya," "La Mega," "Webster," "El Palencia," "El Roi-Tan," "Tadema" and "La Garnita," also others. His private brand and leader in nickel goods is the "John L. S."

An Attractive Display of the Popular "Webster"

This fine display of "Webster" cigars recently appeared in one of the windows of the House of Quality, 215 South Spring Street, Los Angeles, Cal.

Tobacconist Gets Results From Ceylon

P. E. Cox, a Fall River tobacconist, has received from Ceylon a letter which, besides furnishing some pretty interesting data as to the Epicureanism of a tobacco user, contains evidence that if a Fall River man casts his bread upon the waters as far away as London, it will ultimately return to his home town. It is written from "The Manor House, Singapore, Straits Settlements," and says:

"Dear Sir—I had the pleasure of meeting Mr. Owen Reynard in London and was very much delighted with the brand of tobacco he used (here he mentions an old favorite of many). I enclose the equivalent of five dollars and would be obliged if you would send me that value, less postage, to the above address. There is no duty in the Straits Settlements, so the transaction is quite in order. Yours faithfully."

Accompanying the letter is a money order for fifteen rupees, eighty-four annas, which is "the equivalent of five dollars" referred to.

Johnson Gets Store Lease

H. W. Johnson, who operates four retail cigar stores in St. Paul, has secured a five-year lease on one of the best ground floor store rooms in the new Merchants National Bank building, Fourth and Robert Streets. A concealed balcony office and an automatic moisture arrangement for stored cigars are two new features.

Bill Cleveland, Philip Morris & Company, Ltd., recently visited New Orleans where he succeeded in opening some new accounts on the "Philip Morris" cigarettes.

Trade Jottings

A good cigar trade is reported by Nathan Fullerton, druggist, Roseburg, Ore.

Retail stands at Memphis, Tenn., of the Best & Russell Company recently featured "Sanchez & Haya" cigars in several sizes via window displays.

The United Cigar Stores Company has leased the store room at 58 North Queen Street, Lancaster, Pa., and will install their regulation store front. They plan to take possession April 1, 1915.

Alexander Herbert, vice-president of Philip Morris & Company, Ltd., accompanied by George W. Buckingham was a recent visitor to St. Paul, Minn., following which Mr. Herbert left for Montana and Idaho.

Some splendid work is being done in Boston on "Hunter" and "Brand M," little cigars of S. Monday & Sons, by Mr. Bally, sales manager of the company. The brands in question are well distributed throughout the territory in question.

So successful has been the reception accorded the "Schaetzel Hand-Made," a new nickel cigar, manufactured by the Schaetzel Cigar Factory, Denver, Col., that the company are now employing more help in their factory than they have been since 1907.

William H. Gehr

W. H. GEHR, a member of the firm of A. C. Henschel & Company, of Chicago, manufacturers of cigar boxes and cigar box labels, died on November 15th at his home in Chicago, Ill.

Mr. Gehr was widely known in the trade among cigar manufacturers and the news of his death has been received with deep regret by his many friends.

Abram S. Lokerson

Abram S. Lokerson, a retired cigar manufacturer, died recently at the age of ninety, at his home in Long Branch, N. J. Until a year ago he taught a class in the Methodist Church of that city. He is survived by a widow.

William A. Crouse

William A. Crouse, forty-three years old, who for the past twenty years has conducted a cigar store and lunch room at 150 Cabot Street, Beverly, Mass., died recently. He is survived by a widow and two daughters.

Moritz E. Ruther

Moritz E. Ruther, a well known cigar manufacturer of Holyoke, Mass., died recently at his home, 17 Glen Street, that city. Mr. Ruther was fifty-seven years old.

The deceased was born in Germany and came to this country at the age of fifteen. He is survived by a widow and two daughters.

Harry P. Davy

Harry P. Davy, a prominent cigar manufacturer of Dayton, O., died recently of diabetes at his residence, 679 South Main Street.

Mr. Davy had been a life-long resident of Dayton and was well liked for his generosity and congeniality. He had been a cigar manufacturer for fifteen years.

Mr. Davy was a thirty-second degree Mason and a member of a number of fraternal organizations. He was forty-six years old.

John H. Fisher

John H. Fisher, formerly connected with the retail tobacco trade in Canton, O., died recently of heart disease. The deceased was seventy-two years old.

Mr. Fisher was born in Martinsburg, Va., and had been a resident of Canton about twelve years. He was a member of several fraternal organizations.

One son, J. G. Fisher, of Cleveland, survives.

M. J. Sellers

M. J. Sellers, a salesman for a Canton tobacco firm, met his death recently when he attempted to board a moving train at Elmwood, Ill. His foot missed the step and he fell beneath the train, the last coach passing over his body. He survived only a few hours after the accident.

The deceased was a resident of Yates City and is survived by a widow and one daughter. He was thirty-five years old.

Napoleon B. Hieatt

Napoleon B. Hieatt, for many years a tobacco merchant of Brooklyn, N. Y., died recently of acute indigestion at Assonet, Mass. The deceased was born in Boone County, Kentucky, February 22, 1843. He is survived by a widow and one sister.

$77,032,443 IS TOTAL OF BRADY ESTATE

Estate Was Thought to Have Been Worth More—Bulk Holdings in Tobacco Stocks

New York, November 28, 1914.

IN the recent filing at Albany, N. Y., of the transfer tax appraisal of the estate of Anthony N. Brady, it was shown that the total value of Mr. Brady's estate at the time of his death, about fifteen months ago, was $77,032,443. While this is some millions of dollars less than Mr. Brady was believed to have left, it is a few millions more than was claimed by the executors at the time of the filing of the claim.

The gross estate eliminating debts, administration expenses, etc., is reduced to a net estate of $72,125,863, the sum to be distributed among the heirs. Of this amount, the widow is to receive certain personal effects, the home in Albany, $1,000,000 in cash and an income of $60,000 a year. Of the residuary estate, divided into six parts and amounting to about $71,000,000, almost $12,000,000 each is left to Mr. Brady's sons, Nicholas F. and James C. Brady, and to his daughters, Mrs. Margaret Brady Farrell, Mrs. Mabel Brady Garven and Mrs. Marcia Brady Tucker. A granddaughter, Marcia Ann Gavitt, also is included in this distribution for a like amount.

The bulk of the Brady estate totalled $67,307,301 in securities, of which the greatest part was Mr. Brady's holdings in the American Tobacco Company and subsidiary companies. It is stated that the income from this source alone is estimated at more than $5,000,000 per year. Next in value were his interests in the United States Rubber Company, totalling $8,064,643. Following is the list of the tobacco and subsidiary stocks held by Mr. Brady:

32,344 American Tobacco Company, common	$6,792,240
12,844 American Tobacco, new preferred	1,155,960
288,335 British-American Tobacco, Ltd.	5,190,030
16,795 Liggett & Myers Tobacco Company, common	3,442,975
3,933 Liggett & Myers Tobacco, preferred	393,300
12,680 Lorillard Company, common	3,442,975
2,773 Lorillard Company, preferred	277,300
1,100 Porto Rico-American Tobacco Company	214,500
4,149 R. J. Reynolds Tobacco Company	975,015
6,311 American Snuff Company, common	990,827
2,290 George W. Helme Company, common (snuff)	309,150
2,290 Weyman - Bruton Company, common (snuff)	504,120
1,753 MacAndrews & Forbes Company, common (licorice)	289,245
411 Conley Foil Company	110,970

David Boyer

David Boyer, aged seventy-two, and for many years a cigar manufacturer of Dayton, O., died recently after a lingering illness of paralysis. Mr. Boyer was born in Germantown and went to Dayton twenty-five years ago. For fifteen years he conducted a cigar factory on Torrence Street.

The deceased is survived by a widow and one daughter.

John B. Dreyer

John B. Dreyer, a native of Detroit for many years and a well known cigar manufacturer, died recently after an illness of about two months in Salinas, Cal. The deceased was fifty-eight years old. He is survived by one brother and one sister, both residents of Detroit. Interment was made in Detroit, to which point the body was shipped.

RETAIL KINKLES

Catchy Schemes Used Successfully By Thinking Men To Improve, Enlarge and Popularize Their Business

In planning his holiday exhibit, the cigar and tobacco dealer who offers premiums for the redemption of certificates, coupons or sales slips, or who sells the various novelties that are usually carried at this season of the year, should in all cases mark the price plainly and in full view of those interested.

Window Displays Demand Study

Where these objects are to be displayed in the window, particular attention should be paid to the decorating of this tremendous selling force, and much care should be taken that the articles are not jumbled or massed in such a manner as that the passerby catches but a glimpse of pipes, cases, holders and a miscellaneous assortment that will not appeal directly to his desires.

The most successful window decorators of the present day have learned to simplify their exhibits, and at the same time group or classify them, so that even the most casual observer can detect a display of a number of articles that may appeal to his fancy as something for his own use or for the use of a friend.

In connection with this display, window cards can be used to good advantage, especially if there is insufficient opportunity to display the entire lines, and these can be purchased at such a nominal cost that it bears no weight when the results are considered. In many cases the cards can be purchased with whatever lettering desired. In fastening window cards the best results are obtained by using the small circular sticker that has been plentifully supplied with gum.

* * *

The arrival of December, which heralds the approach of the holiday season, affords the retail cigar and tobacco dealers an opportunity for increasing their revenue and profit, which few can afford to pass up.

Silver Cutter Got Box Trade

One dealer, located in a section where box trade had been conspicuous by its absence, conceived the idea of introducing the one-fortieth packings, and of offering a silver-plated cigar cutter for every box of cigars sold during the month of December as a premium.

This was first tried during December of 1913, and will be repeated again this year, as the number of smokers who came across for these packings during the year has warranted the manufacturer in lending assistance to the retailer, and in making this cigar in this size packing a regular product.

* * *

A novelty that is bound to meet with success with dealers who carry this class of goods in conjunction with their regular stock of cigars and tobacco, is a smokers' stand that contains places for match box, smoking tobacco, cigar or cigarette rest and smoking tobacco receptacle.

Smokers' Stand Wins Trade

The stand has a base of seven and one-half inches, which is sufficient to prevent it from being top heavy, but standing on a base instead of four legs, it occupies far less room than the average smoking table requires.

There is a strong friendly rivalry between the clerks of a cigar store located not a thousand miles from Philadelphia, for the proprietor has announced that the salesman whose work shows the greatest percentage of gain over December of last year will receive an extra half-holiday during the months of January and February.

A Premium on Knowledge

The plan is computed upon points outlined by the proprietor, and it is not necessary to make a sale to secure a given number of points. This is due to the salesman sometimes being stacked up against a customer who looks at every brand in stock and then suddenly decides that he will return to some other store where he has made purchases of a brand not carried by the store mentioned.

This naturally would cause the particular salesman considerable loss of time and sales, so if to the mind of the proprietor the fault lies with some other object than the selling ability of his men, they receive a given number of credits for the knowledge of their brands, their selling talk and their courtesy.

* * *

Experience has taught the average cigar dealer that the palming off of dead stock to women customers who desire to purchase cigars for their men friends, is a mighty poor business policy.

Handling the Woman Customer

One finely equipped smokery that handles almost every article needed for the smoker, from the nickel cigarette to the $30 meerschaum pipe, has divided a portion of their sales room for the accommodation of women customers.

When a selection of cigars is to be made, the salesman endeavors to learn as nearly as possible what brand has been favored by the gentleman for whom the gift is intended, and either the same brand is supplied, or as nearly as possible a duplicate, so that when Christmas morning comes around the victim is not called upon to try out some weed that has been made especially for his disgust.

* * *

There is one cigar dealer located in the Middle West who has been able to hold and increase his box trade among the office buildings by distributing a cigar and ash holder which can be placed upon the desk of a smoker.

How Tact Won Trade

One of this dealer's best customers absolutely refused to purchase any more cigars, and the salesman and proprietor could not understand just why this indifferent attitude should be maintained.

A little "Sherlock Holmes" deduction disclosed the fact that an important paper had been slightly burned by the former customer when laying the lighted end of a cigar on his desk, and he forthwith vowed that he would swear off until he was big enough not to suffer damage through carelessness. The dealer promptly secured a consignment of ash receivers and trays, and this little act of business acumen solved the problem for a renewal of business relations.

Detroit

Brisk Demand for Holiday Goods Apparent—Double Size of Hotel Tuller Cigar Stand—"La Saramita" Cigars Well Placed—Stork Pays Another Visit to Charlie Spietz

Detroit, Mich.

DETROIT cigar retailers are busy making up their lists of possible Christmas prospects and already many are sending out circulars calling attention to the fine holiday packages which they will have this year. Some retailers have even put out solicitors, believing that the "early bird catches the worm." Indications point to a brisk demand for holiday goods. Inquiries are already coming in from large manufacturing concerns, and dozens of people who placed good-sized orders last year are again assuring retailers that their order will be equally as large, if not larger, for this year.

Toy E. West and Earl S. Tucker have opened the Empress Smoke Shop in the new Empress Theatre Building, Grand Rapids, Mich., which is located at the corner of Lyon Street and Bond Avenue.

For some time the police department have been watching cigar stores who have permitted the use of punch boards and other gambling devices, and in a number of instances have cautioned the proprietors. Last week raids were made on the following places: Zeman's, 85 Broadway; McMillan's, 15 State Street; Burns & Johnson, 20 Monroe Avenue, and the Watson stand in the Hotel Berghoff. The punch boards were confiscated, as was the merchandise.

In the matter of Fred D. Lane and Edward Nolan, copartners as the Benton Harbor Cigar Company, Benton Harbor, Mich., an order was made for the first meeting of creditors, which was held November 19th. At that time claims were filed and a trustee elected.

The McAllister-Smith Company, wholesalers in cigars and tobacco, at 31 Woodward Avenue, Detroit, has changed its name to the Peninsular Cigar Company.

H. W. Labbe, of Cadillac, Mich., has sold his cigar and tobacco stock to J. D. Greenman, who has already taken possession.

To meet the increased trade as the result of the new addition, the cigar stand at the Hotel Tuller, Detroit, has been doubled in size. The new hotel addition contains 300 rooms, making a total of 600. The dining room, which is on the main floor, is one of the most beautiful in the Middle West, and is enjoying a big patronage, particularly after theatre. Patrons are entertained with a high-class cabaret and are also permitted to dance in an elegant ballroom which adjoins the hotel. The new dining room will accommodate about 1000 persons. The roof, formerly used as a cafe, will be devoted to conventions, special gatherings, etc. The hotel is owned by Lew W. Tuller, who has made a phenomenal success of the same since it was built, originally as an apartment house, eight years ago.

Among recent visitors in the trade were: Joe Carlisle, of A. Santaella & Company, boosting "Optimos"; Frank J. Horning, of H. Anton Bock & Company, in the interests of "Don Antonio," jobbed in this section by Claude E. Howell; Nate Shapero, of M. A. Gunst & Company, with "Van Dycks"; Ben Straus, of Perfecto Garcia & Brothers, manufacturers of the "La Amita" cigar; Perry Bland, of Sig. C. Mayer & Company, of Philadelphia, boosting the "Rey-Oma" brand; Joseph Wertheim, of E. M. Schwartz & Company, whose goods are handled locally through C. J. Holton; H. G. Alces, of Simon Batt & Company, and L. B. McKitterick, of the Melachrino Cigarette Company, who was here to confer with his Michigan representative. We will probably have a lull until after the first of the year, when Detroit will again be the Mecca for cigar salesmen.

Sid Berger, of the T. H. Perry Company, cigar jobbers, who are located in the Scherer Building, reports an excellent trade on the "La Saramita" cigar, made in Cleveland, by Shields & Wertheim. The Perry Company has taken the Detroit agency for this brand, and already has placed the brand in nearly every store in the city. The smokeshop at 41 Broadway is owned by the Perry Company, and is used for their retail emporium. This week a very attractive display of "La Saramita" cigars is in the window. T. H. Perry and S. Berger are partners in the T. H. Perry Company.

The Banner Cigar Company feels elated in having recently secured the services of W. A. Yochem, who is now covering the South and Middle West. Mr. Yochem is well known in the trade, having spent a lifetime in the cigar selling end of the industry.

Commodore Merrill B. Mills, of the Banner Cigar Company, was a recent visitor at the factory in Detroit. Mr. Mills comes to Detroit two or three times a year for a few days only, most of his time being spent in his yacht. The winter months he spends in Southern waters, and is now on his way Southward.

Charles Spietz and Albert Worch returned to Detroit the middle of November from Kansas City, where they went to appear as witnesses in the Federal Court against four druggists who have been indicted for "refilling cans." The cases have been postponed until January or February.

Charlie Spietz, of the Wayne Cigar Company, has been receiving the congratulations of his friends on the strength of a new baby girl which landed at his residence November 5th, making his fifth, and all girls.

It is estimated that there are 6500 people employed in the cigar industry in Detroit, and the annual payroll is more than $2,500,000. The approximate value of cigars produced last year was $10,000,000. Generally speaking, Detroit has the reputation of having some of the finest equipped and most sanitary cigar factories in the United States. Every device that adds to the comfort and general welfare of the employees, as well as the most modern equipment for the making of cigars, has been installed.

E. M. Harris & Company, Detroit, will open their new store on West Fort Street, adjoining the Penobscot Building, about December 1st. Their new store in the David Whitney Building will be ready soon after the New Year, while it will be some months before their proposed new store at Woodward and Gratiot Avenues will be in readiness.

Roy Larkin has sold his cigar store in Jackson, Mich., to G. W. Franklin.

Lee Murphy's cigar factory in East Jordon was recently destroyed by fire. Loss was partially covered by insurance.

AL U. THORNBURG

"United" to Open New Store in Des Moines

The third United Cigar Store in Des Moines, Ia., was recently opened at the corner of Sixth Avenue and Locust Street. This will be used as a premium station as well as being the central store. S. Wolpe, of Boston, has been installed as manager.

The new store is finished in excellent style. The fixtures are of mahogany. The floor is of tile and the large show windows are especially attractive. A full line of fine cigars, pipes, tobacco and cigarettes will be carried. As a special feature of the opening every purchaser received double trade certificates and a metal match book holder as a souvenir.

Los Angeles

Heavy Call for Bayuk's "Philadelphia Hand-Made"—Entire Owl Drug Chain Displays "Cinco" Cigars—Smokers Play Havoc With Big Shipment of "Reynaldo" Duets

Los Angeles, Cal., November 21.

BUSINESS conditions have been running on the normal plane for some time hereabouts, jobbers and retailers feeling no decided depression or expansion. Summer weather in winter is one of the chief factors aiding the cigar man in pushing his goods at this time of the year.

Klauber-Wangenheim Company report a heavy demand for Bayuk Brothers' "Philadelphia Hand-Made" five-cent cigar. This house distributes some of the really big sellers in this market, among which are the following: "Permits" and "Chancellors," of the American Cigar Company; "Pippins," H. Traiser & Company; "Optimos" and "Centropolis," A. Santaella & Company, and the local-made cigar, "La Abilidad."

The Owl Drug Company displayed Eisenlohr's "Cinco" in their entire string of stores the past week. Several of these displays could not be excelled from an artistic standpoint.

Marc Brunner, visiting here, just left for San Francisco. Mr. Brunner is looking after the affairs of E. Regensburg & Sons in this state and called on the Klingenstein Company, the Southern California distributors.

J. W. Hoyt, representing A. Davis' Sons & Company, of Cincinnati, O., manufacturers of the "Don Remo" cigar, has been in this city for the past five weeks covering the entire territory of M. A. Newmark & Company, in company with the entire force of salesmen of this house. A number of attractive window displays are to be seen since Mr. Hoyt's visit, "Don Remo" being the cigar displayed. The cigar is getting a general distribution. Joe Goldsmith and Fred Cowell deserve much of the credit along with Mr. Hoyt for the progress being made with this cigar.

S. Bachman & Company have opened a branch in San Diego, in which they will feature all of their leading brands, numbering "Gato," "R.-B" and "Flor de Baltimore" brands.

Anthony Schwamm is representing the Federal Cigar Company on the Pacific Coast, manufacturers of the "Rosa de Valle" cigars. The Max Roth Cigar Company are the Southern California distributors of this cigar. Mr. Schwamm, since handling this line, has been getting far better results and a more general distribution than realized before he took hold of the line. Mr. Schwamm is leaving tomorrow night for the Imperial Valley in the interests of the "Rosa de Valle" cigar.

The "Copyright" cigar, manufactured by Luckett, Luchs & Lipscomb, of Philadelphia, Pa., has just reached the retailer in tins. Woodward-Jones-Johnson report an increasing demand for this style of packing. "Copyright" can now be seen in practically every first-class cigar store in this city and surrounding territory.

The new packages of "Reynaldo" called "Duets" and "Economics," are causing quite a splurge hereabouts. Mussatti-Boggio Cigar Company are working very hard on these two sizes and report a steadily increasing demand for them. They have received one large shipment of them and it vanished almost as quickly as it came. Another order has gone in to fill up back orders. This house is now selling twelve sizes of "Reynaldo" cigars.

CALIFORNIA, 1915.

Tampa

Many Factories Pushed to Fill Orders—Demands for "Webster" Cigars Exert Heavy Pressure—About a Dozen Factories in 5,000,000 to 20,000,000 Tax Class

Tampa, November 25, 1914.

DESPITE the fact that trade, in certain sections of the country, is stagnant, many of the factories here in Tampa are finding themselves hard pushed to keep up with the demand for orders. Though the holiday orders this season were somewhat later than usual in coming in, they have not abashed the manufacturers, but have acted as a spur to greater effort to complete all shipments. From present indications, the remaining weeks of the season give promise of much heavier shipments than some of the manufacturers had at first believed. In various factories here the picking and packing rooms are now kept open on Sunday, and it is expected that additional factories will follow.

From the standpoint of sales by the Internal Revenue Office, locally, November 16th last, is reported as having been the largest day within the past two years, the sales of tobacco stamps on that day having totalled the sum of $9,345.99.

John M. Carlisle, representative of the Liggett & Myers Tobacco Company, spent a few days here recently in the interests of his company.

Ramon Fernandez, well known in local cigar manufacturing circles, left within the past fortnight via the Seaboard Air Line, for a business visit to New York City.

George F. Wiedeman and T. D. Fisher, of the Sheip-Wiedeman Cigar Box Factory, left the city for Cuba, recently, in order to purchase a supply of cedar for manufacturing purposes for the coming year. It is not generally known that the manufacture of cigar boxes is one of the big industrial things of this city, and that thousands of dollars worth of Cuban Cigar logs are imported annually for the purpose.

A recent report is to the effect that 300,000,000 cigars are made annually in Florida. Of this number, it is stated that one Tampa factory manufactures 20,000,000 yearly.

Tampa manufactures many excellent brands of cigars. One of the most excellent is the "Webster," manufactured by Y. Pendas & Alvarez. Report from this factory is to the effect that so great is the demand for this well-known product that every department of the factory is kept on the alert in order to keep up with the pace that is being set by the incoming orders. Furthermore, it is stated that never before in the history of the factory, has the demand for "Websters" been of such vast proportions.

With reference to a statement recently published in error, locally, relative to the collection of the emergency tax from cigar factories, to the effect that in Tampa probably not more than four or five would be called upon to pay the $600 tax levied on factories selling between 5,000,000 and 20,000,000 cigars yearly; a corrected statement has since been issued by the same publication. This states that the number of Tampa factories coming within this category is not less that twelve and not more than fifteen at the outside. According to A. L. Cuesta, Jr., of the Cuesta-Rey factory, there are at least twelve factories in this class, the Cuesta-Rey factory being among the number, which factory is credited with having manufactured in 1913 in the vicinity of 18,000,000 cigars. According to Captain Scarlett of the Internal Revenue Office, authorities on the annual output of Tampa-made cigars, estimate the number of factories manufacturing between 5,000,000 and 20,000,000 or more cigars yearly, to vary as high as twenty.

PERFECTO.

The Cuban Market

From Our Exclusive Bureau

Havana, Cuba.

Havana, November 23.

THE market has been exceedingly dull during the past two weeks. Only very few American buyers have arrived here, and their purchases have been restricted to their most pressing needs, thus demonstrating that the wave of prosperity in the United States has not reached the cigar manufacturers yet, or at least those that are using exclusively our leaf for the production of clear Havana cigars in bond, as well as those which are making Seed and Havana goods. Therefore, if business has improved, it must be ascribed to a greater output and consumption of stogie cigars or possibly to seed fillers and Sumatra wrappers, which retail for five cents each. As our prices for second and third capaduras are low enough to be employed in the manufacture of five-cent cigars, we cannot understand that the enterprising and wide awake manufacturers do not flock here in order to lay in sufficient stocks, as surely we have reached rock bottom figures, and in all probability prices will react in the year to come. Some of our leaf dealers have the blues and are anxious to sell, so it is an excellent time to come here and pick up some real bargains at present.

The Spanish Regie buyers are only buying slower, as there is not sufficient freight room offering, although we understand they have been making some fair purchases direct in the country from the vegueros. The inquiry for South America is only limited, as it seems the monetary troubles have not passed yet. Our cigarette manufacturers continue to buy moderately, although the Trust, it is said, has stopped purchasing for the present, not on account of the prices, or quality of the goods, but because they have no more room in their warehouses to store the bales.

The Holland-America Line is initiating a monthly service direct from Rotterdam to Havana, and one of their steamers, the "Andjyk," has engaged already a little over 2000 bales of leaf. The former drawbacks have been canceled, and the bills of lading are issued regularly, as before the war. It is surmised that the bulk of these shipments will finally go to Germany, as Great Britain has placed no embargo on tobacco, as the same is not in the list of articles which are considered as contraband goods. There is the danger of mines in the North Sea, which England has declared as being in the war zone, and there is also the impossibility of selling exchange in our market, when drawn upon Germany. Therefore, we hardly think that Germany will be able to buy largely of our leaf until peace shall be restored.

As far as planting is concerned, we heard that Don Avelino Pazos has commenced to set out some seedlings in his famous farm, La Lechuga, near Hoyo Colorado, on the ninth instant, but perhaps only half the quantity as compared with last year. There may have been some isolated planting done in the Vuelta Abajo, while it is positively stated that all the seedlings have been destroyed in the Santa Clara Province by the excessive tropical rains during the last two weeks, so a great deal of valuable time will be lost before new seedlings can grow, and then the young plants may be caught by the prevailing drought during the months of January and February, which would stop their growth. In any event, the next crop will be very limited in quantity, while it will depend upon the atmosphere how the quality might turn out, and as no artificial fertilizer has been employed, it is a mooted question what class of leaf can be produced upon an impoverished soil. Fortunately for the manufacturers, there is enough leaf still to be had from this year's crop to go around for quite awhile.

Sales during the past fortnight only totaled 5690 bales, which were divided between: Vuelta Abajo and Semi-Vuelta, 2236; Partido, 813, and Remedios, 2641 bales.

Buyers were: Americans, 1400; exporters to Europe, 1655; shippers to South America, 401, and our local cigarette manufacturers, 2234 bales.

Exports of leaf tobacco from the port of Havana, from November 2nd to November 14th, totaled 8873 bales, which were shipped to the following countries, viz.: To all ports of the United States, 6319; to Spain, 1033; to Lisbon, 994; to Canada, 95; to Nottingham, 31, and to South America, 401 bales.

Receipts of Leaf Tobacco From the Country.

For the 3 weeks ending Nov. 19, 1914.		Since Jan. 1, 1914.	
Vuelta Abajo	11,567 bales	193,567	bales
Semi-Vuelta	2,207 "	35,591	"
Partido	489 "	13,433	"
Remedios	14,775 "	167,144	"
Oriente	293 "	1,742	"
Total	29,331 "	Total 411,477	"

Buyers of Leaf Tobacco That Come and Go.

Arrivals—From New York: Julius Davis, of the Val de Oro Cigar Company; Aleck Goldschmidt, of A. Blumlein & Company; Joseph Mendelsohn, of Mendelsohn, Bornemann & Company; Lennie Greenhall, of Greenhall Brothers, and Isaac Bernheim, of J. Bernheim & Son.

From Philadelphia: E. A. Calves, of E. A. Calves & Company.

From Key West: A. W. Arnold, of the Mi Favorita Cigar Company.

Departures—To New York: Otto and O. W. Sartorius, Julius Davis and Lennie Greenhall.

To Boston: Levi W. Scott.

(Continued on page 33)

The Cuban Market

(Continued from Page 32)

To Chicago: Harry Landfield and Walter C. Sutter.

To Cleveland, O.: Frank Strater.

To Tampa: M. B. Pendas, Ernest Berger, Angel L. Cuesta, Jr., Francisco Arango and Bernabe Diaz.

To Key West: A. W. Arnold.

Returned: Manuel Lopez and Mrs. Manuel Lopez, of the famous Punch factory; Ladislao Menendez, of Menendez & Company; Antonio Allones, of Allones Limited, and Tomas B. Mederos, of Tomas B. Mederos, Hermanos e Hijo.

Cigars.

Our cigar industry is in a very deplorable shape, as with the execution of the pending holiday orders most of our factories may be compelled to close for want of any new orders. Our daily press reported on Saturday that the H. Upmann factory would close on that day, that many of the Trust factories might do the same, and it mentioned also the Estanillo factory, while others would discharge the majority of their cigarmakers, or eventually also close entirely in a short time. It stated that over 13,000 cigarmakers were without work and dependent upon charity. How long the closing of the factories should last will depend upon the possibility of getting new and sufficient orders again, but the present outlook is really disheartening.

Owing to the European war we cannot expect any orders of importance, excepting from England, and these when they do come are mostly for the lower priced shapes, which leave no profit, if sold in conjunction with the higher priced ones, while if they had to be turned out alone, they would net a loss instead of a profit. Of course this refers to the Vuelta Abajo factories, as the Partido ones can produce cheaper cigars and still eke out a small profit.

Regarding the demand from the United States, we are really anxious to learn when there will be a change for the better, but as long as the barometer stands low at Tampa and Key West, we dare not hope for an improvement from this direction. The raising of the duty in the Dominion of Canada has had the predicted effect of curtailing the importation of our cigars. The South American Republics are also hit hard by the war, and now it seems that Australia is also beginning to feel the effects, as the calls for our cigars are getting less and less. Our only hope lies in the making of reciprocity treaties, and with this object in view our Union of Manufacturers has been urging our President again to take the necessary diplomatic steps at Washington principally. The last act of our Congress to relieve the distress of our cigar industry by giving it a bonus of $10 per 1000 cigars exported, apparently will not be carried out, as the laws of the United States and Great Britain are opposed to such a bonification, therefore the commission appointed to study the carrying out of the act of our Congress has reported unfavorably.

Leaf Tobacco.

Bernabe Diaz, the buyer for F. Lozano, Son & Company, of Tampa, who generally has his headquarters in Havana all the year through, left for Tampa on the fourteenth instant in order to supervise the output of the cigars to be made from his latest purchases, which were of an exceptionally fine character from choice lowland vegas of the Vuelta Abajo. He expects to return here during the first half of January, and we learned that the factory of F. Lozano, Son & Company is doing a very satisfactory and increasing business, notwithstanding the generally dull times in the North.

Harry Landfield, of Landfield & Steele, Chicago, was a buyer of 350 bales of Vuelta Abajo and Partido leaf during his stay in town.

Jose C. Puente & Company were sellers of 250 bales of Partido and Remedios leaf during the past fortnight.

We learned to our regret that H. H. Strater, the leaf dealer and packer of Manicaragua and Remedios, who had undergone a rather dangerous operation in the United States, and from which he has not yet recovered, induced his nephew, Frank Strater, to leave hurriedly for the States on the fourteenth instant. We hope, however, that Mr. Strater may regain his former good health ere long.

J. F. Berndes & Company are reported to ship nearly 2000 bales of leaf for the Netherlands, by the Dutch steamer "Andjyk," now loading in our harbor for Rotterdam.

The Cuban Land and Leaf Tobacco Company shall have received 1945 bales of Vuelta Abajo colas, on account of previous purchases made for its cigarette factories, during the last two weeks.

Shippers of leaf tobacco from the port of Havana, above 200 bales during the last fortnight, were:

Maximilian Stern	1186	bales
Sobrinos de A. Gonzalez	1102	"
F. Bernal	994	"
Leslie Pantin	935	"
Ernest Ellinger & Company	933	"
Havana Tobacco Stripping Co.	439	"
Sucesores de Diego Montero	401	"
Mark A. Pollack	305	"
J. Bernheim & Son	288	"
Rodriguez, Menendez & Co.	274	"
Virgilio Suarez	256	"

ORETANIV.

"Made in Seattle" Product Well Received

"Flor-de-Rico," a "Made in Seatle" product, and manufactured by the Pacific Tobacco Company, of 219 Columbia Street, Seattle, Wash., is being well received by the trade. According to Ed. O'Keefe, who is located on First Avenue, the new brand is competing well with the more extensively advertised brands. Mr. O'Keefe states that he is selling a goodly number of the "Flor-de-Ricos" daily.

United Cigar Store for Lancaster

The store at 58 North Queen Street, Lancaster, Pa., has recently been leased by John G. Forney to the United Cigar Stores Company. This is the first time that an effort has been made by this chain to establish a store in Lancaster and it remains to be seen how the proposition will turn out. It is said that independent cigar dealers are up in arms over the invasion.

President Entertains Forty-five Tobacco Salesmen

Following a custom of years, Mrs. J. M. Harms, president of the Peter Hauptmann Tobacco Company, of St. Louis, Mo., recently gave a banquet to forty-five of the company's salesmen. This custom has been in effect since 1897. The dinner was given in a banquet hall built into the Harms home at 3627 Flora Boulevard, especially for this function. Both the salesmen and their wives were invited.

The Peter Hauptmann Tobacco Company has been established since 1868, and handles some of the best known brands of cigars and tobacco in the country.

Good business on Picaduras, Roig five-cent lines and the better lines of "Girards" is reported by Lang, Jones & Company, of Portland, Ore., who are now occupying their larger quarters.

Chicago

Business Remains Good, Say Travelers—To Change Band on "Francisco Goya" Cigar—"San Etta" Smoke Is Making Hit—Department Stores Have Attractive Cigar Displays

Chicago, November 26.

TRAVELING men say that business has remained good, although most of the travelers have returned from their last road trip before the holidays. Collections are getting better right along, according to the credit managers of some of the largest firms in the city, and there is a marked tendency to settle obligations before the first of the year. In this connection the manager of one of the large wholesale houses here, which has a big trade with the Chinese merchants of the city, recited the following interesting story:

"If you will notice, the Chinese always make a great effort to pay all their bills before the beginning of a new year. This is a part of their religion. They believe that if they fail in this obligation that they will never taste of the pleasures of heaven after they are dead, which is putting the matter the other way around the stump, to say the least."

Another cigar man, who was standing near, and whose experience with Chinese trade had apparently not been entirely successful, added a commentary by remarking that if that were true "h—— must be full of Chinamen."

The opening of the Federal Reserve Bank under the law recently passed is destined to prove a landmark in all lines of business here. It means that increased capital will be attracted to the city and that there will be plenty of money for new enterprises. In talking of this matter the other day, a well-known manufacturer of cigars said:

"Within the next few years it is probable that many new industries in the cigar and tobacco line will locate in Chicago. The Federal Reserve Bank and the general feeling of confidence which its presence will create will have much to do with this result. Then, again, manufacturers with whom I have discussed the problem tell me that the plant which is located in the city proper has many advantages over the plant which is located in some small town at a distance. Land is cheap here, and there are vast expanses of prairie in the very heart of the city almost, which could be secured at a low price per acre. Labor troubles when they are all summed up, are no worse in the city than they are in the country. They are of a different sort, that is all. The shipping facilities when a factory is located directly in a city like Chicago, are much superior to what they could be on the outside."

Charles Strauss, who travels for C. H. Grote & Son, talked in an encouraging manner on the leaf tobacco situation not long ago.

"The year-end trade has been all that we could wish," said Mr. Strauss, "for while the orders have been rather small in size, some of them, they have been numerous, so that the aggregate did not suffer. I have found that manufacturers are becoming more discriminating in the sort of tobacco they buy. In particular is this true in the smaller towns, where the five-cent trade is the biggest. I suppose that the increasing cost of producing a five-cent cigar during the last few years is responsible for this additional care in stock selection. However, the manufacturers have been disposed to buy when they were shown what they wanted at a right price."

Much comment has been caused by the recent campaign of the Randall-Landfield Company telling the public the reasons for the change of color on the bands of "Francisco Goya." A notice is being distributed from the cigar stores around the city as follows:

"To our Friends—the Trade: The 'Francisco Goya' clear Havana cigars are now banded with red bands, as the green ink of the old bands makes the Havana wrapper appear green-spotted. We shall use the red bands as soon as they come from the press, but can supply the old band if your trade insists upon it. And, too, the green band with the portrait necessitates its being made abroad. We prefer patronizing home industry when possible. We thank you for all past favors and await your future commands. Very truly yours, Randall-Landfield Company."

One of the best five-cent cigars which has struck the city in a long time is the five-cent seller of Best & Russell, known as the "San Etta" cigar, and made by the San Etta Cigar Manufacturing Company, of Detroit. The distributing house is featuring the cigar in some of the stores and in all of them it is being given more or less publicity through window and counter displays.

A. J. Power, the well-known manufacturer of "Santa Clara" cigar, and other brands familiar to the smokers of Northern Indiana, was in the city last week on a trip which combined business and pleasure.

J. P. Dubridge, who was formerly a member of the sales force of Morrison, Plummer & Company, and James Clark, well known in the local trade, have been added to the sales force of Grommes & Ullrich. They will cover the territory formerly covered by William G. Baxter, who died several weeks ago.

Walter Sutter, who represents Jacob Sutter & Sons, and who has been in Havana on a buying trip, is expected back in the city in a few days, according to an announcement made at the offices of the company last week. Mr. Sutter has been gone for several months, and his old friends here in the city are looking forward to his return with some anticipation.

Post C, of the Travelers' Protective Association, held a meeting at the Grand Pacific Hotel last week. More than four hundred were present and the event was one of great enjoyment. Many cigar and tobacco travelers belong to this organization. One of the main topics of discussion was the action of the railroads in increasing the rate on mileage books to commercial travelers.

Among the department stores of the city the cigar departments are receiving more attention as the holiday season approaches. The Boston Store, the Fair, and Siegel, Cooper & Company, all have new displays. Siegel, Cooper & Company have arranged a "North Pole scene" on the fourth floor which is attracting the attention of elders as well as children. The effects are all secured with the use of electricity. Live polar bears, seal, deer and other animals have been secured from a local Zoo. One of the main features is a "stage snowstorm," which is in constant operation. The cigar department has the advantage of being located not far away from this attractive scene.

Rothschild & Company, the large department store at State and Van Buren Streets, has moved its cigar department to the first floor of the building, and now has a much better location. Increased attention has been given to the department by the company, for under the efficient management of Tom Pennell, manager, a remarkable showing has been made during the past year. The new position on the first floor, which is visited by something like 100,000 people a day, will give the department further chance to expand.

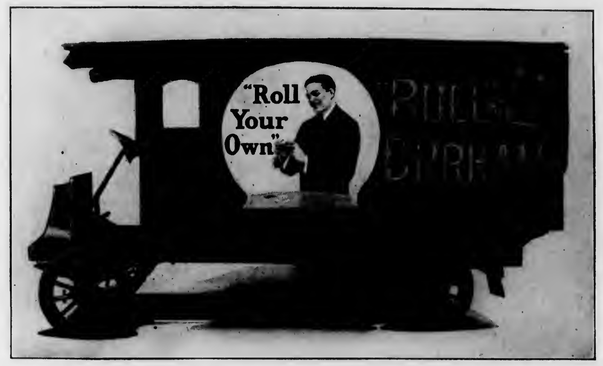
H. M. Schermerhorn is doing a great deal in window display work at present. He is featuring the "El Sidelo," for the most part. The display in the window of the store at Adams Street and Fifth Avenue is one of the best which the writer has seen in some time. The arrangement is simple, but most effective.

(Continued on Page 36.)

Tobacco Company's Trucks Win Auto Prizes

THE climax of New York City's Tercentenary Celebration was a monster automobile pageant held on Wednesday, October 28th last. Thousands of automobiles were in the parade, and prizes valued at more than $5000 were awarded to the winners of the various divisions of the pageant.

In the division for Advertising Motor Trucks, the American Tobacco Company carried off both first and second prizes with their "Omar" Cigarettes Truck and "Bull" Durham Truck. These prizes were for the best appearing vehicles carrying advertising other than merely the name and address of the owners.



Winner of Second Prize in New York City's Tercentenary Automobile Pageant

The "Omar" Cigarettes Truck won the first prize trophy, a handsome silver loving cup, valued at $150. The "Bull" Durham Truck won the second prize, a beautiful bronze statue, valued at $100.

These two auto trucks were easily the handsomest advertising vehicles in the entire pageant. All along the line their appearance was received with applause by the hundreds of thousands of spectators. The judges quickly decided that the first two prizes belonged to these two trucks, but had some difficulty in deciding which deserved the first prize.

The photographs of the two trucks herewith reproduced cannot do justice to their strikingly beautiful appearance. The sides are of glass, brilliantly colored and illuminated by electricity. These glass sides are alternately lighted up and darkened, which attracts attention instantly and greatly adds to their effectiveness. Without a doubt these two trucks of the American Tobacco Company are the most artistic commercial vehicles ever designed.

These two handsome trucks are familiar sights along New York City's famous Great White Way and other thoroughfares at night. They are always the centre of interest and admiration, and have undoubtedly helped the steadily increasing demand for the two popular brands of cigarettes and tobacco they advertise—"Omar" Cigarettes and "Bull" Durham Smoking Tobacco.

Winner of Division for Advertising Trucks

Recent Incorporations

Joseph M. Darmody Cigar Company, Indianapolis, Ind. Cigars. Capital, $5000. The incorporators are Joseph M. Darmody, Thomas Dean, John F. Darmody.

Manufacturers' Tobacco Company, Los Angeles, Cal. Capital stock, $100,000. The incorporators are M. F. Schmitt, William Bachrach, W. C. Schrader, F. Bean and J. W. Wayne.

Palmer Cigar and Billiard Company, Chicago, Ill. Capital, $1500. The incorporators are Milton D. Smith, Ignatz Spitz and Fred A. Fischel.

Van Cleve Cigar Company, New York. To manufacture cigars, cigarettes and smokers' articles. Capital, $3000. The incorporators are Ignatz Litchig, Sarah Benson and Ida Coble.

Oppy's Cigar Stores Company, Bronx, New York. To deal in tobacco, cigars, etc., stationery, candies, drugs, etc., maintain and control games, amusements and exhibitions. Capital, $4000. The incorporators are Isaac Oppenheim, Henrietta Oppenheim and Jacob Grudberg.

Victoria Cigar Company, Louisville, Ky. Capital, $500. The incorporators are T. H. Lowry, Lester Loeb and Carl Loeb.

Del-Cado Cigar Company, New York. General tobacco business. Capital, $5000. The incorporators are A. C. Vende, A. Guiterrez and F. Arguelles.

Fotesca Company, New York. General tobacco manufacturing. Capital, $500. The incorporators are R. D. Parks, P. Fuchs and G. L. Harvey.

Trade Jottings

The S. E. Rice Tobacco Company, of Greenville, Ky., has increased its capital stock to $40,000.

The Matthews-Phillips Company, Nashville, Tenn., report successful sales on "Charles Denby," manufactured by H. Fendrich, Evansville, Ind.

The cigar stand in the new Gwynne-Vanderbilt Building at Sixth and Main Streets, Cincinnati, O., has been leased by E. V. O'Doud for a period of five years.

Bauer Hess recently paid a visit to Portland, Ore., for the purpose of boosting "Centropolis" cigars for A. Santaella y Ca. While in town Mr. Hess called on Lang & Company, who reported good sales on the brand.

The cigar stand in the Tyler Hotel, Louisville, Ky., which for the past two years has been operated by the Criterion Company, has been taken over by S. B. Fisher, who will in the future do business as the Tyler Hotel Cigar Stand. Mr. Fisher will carry a full line of high grade cigars.

"San Felice," "Optimo," "Centropolis," "Chancellors" and "Nevandas" are prominent among the brands of the cigar department of the National Grocery Company, Seattle, Wash. Business in this department is said to be very nice, according to I. M. Cohen, who is in charge. He also states that a very active business is being done in the pipe department.

CHICAGO

(*Continued from Page 34*)

One of the finest new hotels in the city, as well as one of the largest, will be completed in a few weeks in the New Morrison, which has been erected immediately to the east of the old Morrison Hotel, for many years one of the best known hostelries in the city. John J. Dolan will have the cigar stand privilege, which he has held for a number of years.

At the factory of Grommes & Elston the entire force is busy getting out Christmas orders for "Ben Bey," the leader of the firm. The demand has been excellent on this brand all fall, and a sincere effort on the part of the company to maintain the quality of the cigars, combined with intelligent sales methods, has resulted in remarkable success.

Albert Worch, of the Wayne Cigar Company, Detroit, was a visitor to the city last week.

"Centropolis" cigar is a brand which has been little known here, but which has come to the front in a remarkable manner during the past few weeks. This cigar is now handled by many of the leading stands in the larger office buildings and is really becoming a prime favorite.

The Chicago Association of Commerce held a regular meeting at the Hotel La Salle the other evening, which was well attended. The cigar and tobacco trades are well represented in this organization. Matters connected with the commercial expansion of the city, particularly in the direction of South America, had much to do with the discussions. Several tobacco men said that there was a distinct field for American scrap tobaccos in the Latin Republics.

GUY W. WHITCOMB.

Meet me at the Tuller

For Value, Service, Home Comforts

New **HOTEL TULLER**

Detroit, Michigan

Center of business on Grand Circus Park. Take Woodward car, get off at Adams Avenue

ABSOLUTELY FIREPROOF

200	**Rooms, Private Bath, $1.50**		**Single, $2**		**50 Up**		**Double**
200	"	"	"	**2.00**	"	**3.00**	" "
100	"	"	"	**2.50**	"	**4.00**	" "
100	"	"	"	**3.00 to 5.00**	"	**4.50**	" "

Total 600 Outside Rooms

ALL ABSOLUTELY QUIET

Two Floors—Agents' Sample Rooms

New Unique Cafes and Cabaret Exellente

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 236 Chestnut Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

REGISTRATIONS.

TOWN BOND:—30,540. For cigars. November 11, 1914. Ruth, Miller & Co., Terre Hill, Pa.

515:—30,541. For cigars. November 13, 1914. C. E. Joslen.

ILLINOIS STOCK REMEDY COMPANY:—30,542. For cigars. November 13, 1914. Fred W. Mehl, Peoria, Ill.

BEST NAVY:—30,543. For cigars, cigarros, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 14, 1914. A. Lewis, Oklahoma City, Okla.

ISLE D'AMOUR:—30,544. For cigars. November 14, 1914. A. Goldberg, Philadelphia, Pa.

NEA-GENEA:—30,545. For cigarettes. November 14, 1914. George N. Tzibides, Boston, Mass.

SAN LUZ:—30,546. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 17, 1914. Pasbach-Voice Litho. Co., New York, N. Y.

ROYAL BUNCH:—30,547. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 17, 1914. Pasbach-Voice Litho. Co., New York, N. Y.

RICE INSTITUTE:—30,548. For cigars, cigarettes, cheroots, chewing and smoking tobacco. November 17, 1914. Heineman Brothers, Baltimore, Md.

MILWAUKEE FIRST:—30,549. For cigars. November 17, 1914. The Mueller & Son Company, Milwaukee, Wis.

VAULT:—30,550. For cigars. November 18, 1914. Bobrow Brothers, Philadelphia, Pa.

UNION KID:—30,551. For cigars, cheroots, stogies and tobacco. November 18, 1914. Etter & Haines, Abbottstown, Pa.

BOLT:—30,552. For cigars. November 19, 1914. Bobrow Brothers, Philadelphia, Pa.

SCOOP:—30,553. For cigars. November 20, 1914. Wm. Steiner Sons & Co,. New York, N. Y.

L. C. OELKERS' LA ROI:—30,554. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 21, 1914. L. C. Oelkers, Davenport, Ia.

EL SMILO:—30,555. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 24, 1914. Daniel Smilo, New York, N. Y.

NADELO:—30,556. For cigars. November 24, 1914. Louis Nadler, Bronx, New York, N. Y.

OLD STYLE BLACKWON:—30,557. For cigars, cigarettes and tobacco. November 27, 1914. Hoffman Brothers, Galesburg, Ill.

GROF KAROLYI MIHALY:—30,558. For chewing and smoking tobacco. November 27, 1914. Isador Messinger, Trenton, N. J.

FOX TROT:—30,559. For cigars, cigarettes and tobacco. November 28, 1914. The Moehle Litho. Co., Brooklyn, N. Y.

HOMECREST:—30,560. For cigars, cigarettes and tobacco. November 28, 1914. The Moehle Litho. Co., Brooklyn, N. Y.

CANCELLATIONS

LITTLE RULE:—25,871. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered April 22, 1913, by Henry Quitman, Chicago, Ill. Cancelled November 19, 1914.

PEORIA STOCK REMEDY COMPANY:—30,534. For cigars. Registered November 11, 1914, by Fred W. Mehl, Peoria, Ill. Cancelled November 27, 1914.

PEORIA HOG REMEDY COMPANY:—30,535. For cigars. Registered November 11, 1914, by Fred W. Mehl, Peoria, Ill. Cancelled November 27, 1914.

ILLINOIS STOCK REMEDY COMPANY:—30,542. For cigars. Registered November 13, 1914, by Fred W. Mehl, Peoria, Ill. Canceled November 27, 1914.

TELLO CLUB:—30,502. For cigars. Registered October 27, 1914, by M. C. Bressler, Freeland, Pa. Cancelled November 27, 1914.

MITUS:—30,519. For cigars. Registered November 3, 1914, by Bobrow Brothers, Philadelphia, Pa. Cancelled November 27, 1914.

ARTOLA:—30,538. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered November 11, 1914, by Pasbach-Voice Litho. Co., New York, N. Y. Cancelled November 28, 1914.

TRANSFERS

UNION REPUBLIC:—19,729. For cigars. Transferred November 13, 1914, to Anton Schmidt, of Astoria, N. Y., by Charles Moser, New York, N. Y.

GANTEMO:—22,274. For cigars, cigarettes and cheroots. Transferred November 23, 1914, to Morris & Phillip Friedman, of New York, N. Y., by Kaufman, Pasbach & Voice, New York, N. Y.

No Change in Bonded Cigar Stamps

Washington, D. C., Nov. 27, 1914.

Assistant Secretary of the Treasury Peters has issued the following decision in connection with inscriptions to be placed on cigar stamps used on cigars made in bonded manufacturing warehouses from imported tobacco:

"The Department has concluded, after careful consideration of the briefs submitted and oral representations made by various parties interested in the manufacture of cigars in bonded warehouses, that sufficient reason does not exist to justify a departure from the previous rulings made relating to the inscription placed upon stamps to indicate the character of such cigars, as required by the provisions of subsection M of section IV of the tariff act of October 3, 1913.

"The Department will, therefore, continue to furnish such stamps upon application therefor with appropriate wording to show the place of manufacture, the origin of the tobacco from which made and the character of the cigars according to the method of manufacturing the same."

"Pure Gold" to be Manufactured in Statesville

The Pure Gold Tobacco Company, of Greenville, Tenn., whose plant was recently destroyed by fire, has contracted with the J. H. McElwee Tobacco Company, of Statesville, to produce its brand of smoking tobacco known as "Pure Gold."

Tobacco Being Stolen in Wholesale Quantities

Scranton, Pa.

Wholesale robberies of cigars and cigarettes from the platforms of local railroad freight houses during the last few days have been reported to the police department.

The detective bureaus of the railroad companies are also making rigid investigations into the reported robberies, and they have called in the aid of the police department in an effort to apprehend the guilty persons quickly.

In all 16,000 cigars and 5000 cigarettes have been stolen to date from the freight houses of the two railroad companies. One case stolen contained 5000 "Charter" cigars, another 25,000 "Sweet Caporal" cigarettes, and the last case reported as missing contained 11,000 "Tom Keene" cigars.

Railroad detectives found that they had to deal with an organized band of thieves who were making a specialty of stealing cigars and cigarettes.

WARNING TO THE TRADE

Neumann & Mayer, Philadelphia, Pa., owners of the "El Tello" title for cigars, herewith notify the trade against the use of this or similar titles or names. All infringements will be promptly prosecuted.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

"OLD DRURY" IS A SELF SELLING CIGARETTE

Willie Collier says, "Every puff a plug." Cork or plain. Write for territory. Old Drury Cigarette Co., 143 West Fortieth Street, New York City.

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CIGAR BROKER,
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MANUFACTURERS OF HIGH GRADE STOGIES,
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HIGHEST GRADE OF WHEELING STOGIES—That will please the most exacting smoker, are made by C. A. Kase, Seventh and Main Streets, Wheeling, W. Va.; Factory 33; Established 1895.

Wanted.

CASH PAID FOR CUTTINGS, SCRAPS & siftings.
Write to H. Adler & M. Meyerson, 332 E. 48th, New York

WANTED—Reliable broker to handle our $18 to $22 goods as a side line in Middle West. None but experienced men need apply. Address, Box 47, "The Tobacco World".

Wanted.

WANTED—Unlimited quantities of "Seed Cuttings" and "Siftings." Get our new quotations for cash. Interstate Tobacco Company, 428 East 106th Street, New York City.

IMPORTANT NOTICE TO CIGARETTE MANUFACTURERS—We manufacture cigarettes for the trade; we also supply tobacco boxes and labels 25 per cent. cheaper than elsewhere. Brands registered. Write for particulars. Live distributors wanted. The Soter Company, 235 Canal Street, New York City.

WANTED—HAVANA AND SUMATRA TOBACCO STEMS, 100-lb. bales. Give lowest price, and amount you can deliver monthly. Address Box 666, Tobacco World.

For Sale.

HAVANA SHORTS—Pure Vuelta; fine aroma. Lopez, 353 E. 78th St., New York. 9-1-tf

FOR SALE—Remedios Havana shorts, pure and clean. Guaranteed A-1, or money refunded. Fifty cents per pound. Edwin Alexander & Co., 178 Water Street, New York.

FOR SALE—Job lots of long filler cigars cheap. Samples submitted to responsible jobbers. W. E. Cline & Bro., Terre Hill, Pa.

To Manufacture Cigar-Vending Machines

Arrangements are being completed by the National Cigar-Vending Machine Company, recently organized in Canton, Ill., whereby they will manufacture cigar-vending machines to retail at about ten dollars.

At the present time the inventor of the machine, C. L. Hughes, is having the manufacturing work done by a Chicago firm. Mr. Hughes is now arranging with them to build special machinery for the manufacture of the vending machines. The machinery when ready will be moved to either Lewiston or Canton, where the vending machines will be manufactured.

Pollack's Big Stogie Factory Resumes

After a shut-down of two weeks Pollack's stogie factories in Wheeling, W. Va., have resumed with their full force of six hundred stogie makers. Big shipments of tobacco have been received and indications are that the factories will now work full force throughout the winter.

German Governor Levies 100,000 Cigars a Day

A recent dispatch from Amsterdam states that Baron von der Goltz, the German military governor of Belgium, has served notice on the municipality of Antwerp that it must support a garrison of 57,000 German soldiers and furnish daily 100,000 cigars and 2000 bottles of wine, in addition to a heavy money levy.

Ten Million Cigarettes for Warring Soldiers

Through the generosity of P. Lorillard Company, the American Red Cross Society last week received a donation of 10,000,000 cigarettes, to be sent to the warring camps of Europe.

The gift was made through Miss Anne Depew Paulding, of the Westchester County Chapter of the Red Cross, while W. W. Fuller, of the law firm of Nicoll, Annable, Lindsay & Fuller, represented P. Lorillard Company in the transaction.

One of the salient facts of the war has been the steady call for tobacco. It seems to be the one thing above all others, except food, desired by the soldiers. This splendid gift of P. Lorillard Company will undoubtedly bring great comfort to hundreds of warriors under tents and in trenches on the great battlefields of Europe.

"IF IT'S CIGAR LABELS OR CIGAR BANDS WRITE US"
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ART LITHOGRAPHERS.
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We live but once. Let us partake of Earth's Good Things as we travel this road that leads to a Far-off Country. Verily, Fellow-pilgrims, Life is Happyland for him who smokes

EL ROI-TAN

Most all dealers sell the **Roi-Tan.** The dealer who does **not,** hurts himself—because **Roi-Tan** is more often called for than any other cigar.
Modern merchandising requires getting maximum efficiency out of capital by quick-turning goods. The **Roi-Tan** fills the bill perfectly, because it is the **fastest** seller in the world.

Mr. Dealer, count the calls for Roi-Tan

Leaf Tobacco Notes

PENNSYLVANIA

Lancaster, Pa.

After the rains that broke the twelve weeks' drought, it was reasonably supposed that Lancaster County's new tobacco crop would be speedily stripped and that the buying of the crop would then begin, grower and packer having all along declared that there would be nothing done until the tobacco was stripped.

Much to the disappointment of everybody concerned in the tobacco industry, stripping has not become general, for the very sufficient reason that a large percentage of the crop is not ready for stripping. It has not cured yet, late as it is, because it was held back by the long dry spell. While the bulk of the crop has colored well enough, a great deal has taken on a dirty yellowish tinge that will materially lessen its value if it holds that color until cured.

The growers believe that the later curing process will improve the tone of the leaf, but the packers do not think so. The last week a few crops were sold around Maytown for nine and one-half cents a pound, but it is not believed this is a sure indication of the price that will prevail this season. The various farmers' associations are impressing upon the growers the necessity for holding out for prices above ten cents a pound, one organization even declaring that fifteen cents must be paid, but the packers declare they will be unable, because of present market conditions, to pay as much as ten cents a pound.

Under the present outlook the tobacco will be very late selling. It is a matter that greatly concerns the business interests of Lancaster and every town in the county, as the sale of the crop would turn loose at least $2,000,000 in ready cash.

CONNECTICUT

Suffield, Conn.

From present indications the opening of the tobacco warehouses will be delayed on account of the weather. Growers are unable to take down the crop. Last Monday a damp started which looked like a real one, and the growers made a hustle for help in Suffield, Thompsonville and Windsor Locks, and telephoned employment agencies in Springfield to send men. During the day it was estimated that about 1000 men were employed taking down the tobacco, when the storm suddenly ceased and a brisk northwest wind came up, while the mercury dropped twenty-five degrees in a few hours. The wind dried the tobacco, making it impossible to take it down, and in many instances drying out some that had been taken down, which had to be left in the pile to await another damp. The bulk of the crop is sold, and growers are anxious to get the crop down. Buyers, too, are anxious to get the crop into the warehouses, and tobacco sorters, a large number of whom have been out of work since the tobacco was housed, are anxious to get to work.

WISCONSIN

Edgerton, Wis.

A number of buyers have been out among the farmers, but the contracts closed have been few in proportion. Even the largest buyers are acting along very conservative lines and the buying movement has slackened appreciably.

The new crop is cured out entirely even to the stalk, so that buyers this year will not be purchasing an excessive amount of moisture. The chances for damage in sweat when the leaf is packed under proper conditions should therefore be small. The tobacco is hanging in such a dry condition that thus far there has been no opportunity to get a fair idea of its merits. It will take a long damp spell now before the leaf can be removed from the curing sheds.

KENTUCKY

Louisville, Ky.

Although sales were of a comparatively small volume, dealers report an improvement in the local tobacco market. There is a better tone and prices have reached good levels on burley and dark.

There was but one hogshead of the 1914 crop of burley on the market. The new weed will not be moving in great volume until a good general rain falls over the State. Moisture is absolutely necessary to the handling and packing of the tobacco and until it comes little or no amount of the crop will be shipped.

A special from Carlisle, Ky., says good prices have been obtained for the first sales of tobacco during the present season in that section, sales being reported from Robertson County at ten to twelve cents per pound.

Owensboro, Ky.

The four leaf tobacco houses in Owensboro are ready for the opening of the tobacco market on December 1. The farmers are now waiting for a good season so that they can strip the weed. Thomas Gallaher, of the Gallaher Limited, of Belfast, Ireland, is in Owensboro and says that good prices will be paid for good tobacco this year. He does not fear the least trouble in exporting tobacco on account of the war.

JAMAICA

Kingston, B. W. I.

The crops harvested in Jamaica this year have not been up to standard, possibly our reapings all around will not net more than 1,000,000 pounds of tobacco. With the short crops of 1912 and 1913 it looks as if there is not a pound more of tobacco stored by the manufacturers than for their immediate requirements. This will mean very early drawings from the 1914-15 crop, for which the outlook is not very bright at the present writing. Owing to a severe drought, which has only lately been broken, the seedlings are about six weeks late.

RESSIL.

Barn and 1000 pounds of tobacco belonging to R. J. Downer, Elkton, Ky., were destroyed by fire recently, the loss totaling $1500.

Fire of unknown origin at Lexington, Ky., also destroyed the tobacco barn of W. Roser, Bryan Station Pike, containing a four-acre crop of tobacco, the value of tobacco and barn having been estimated at $2000. The loss is covered by insurance.

The Duquesne Cigar Company, of Pittsburgh, has recently been doing some missionary work in their stogie lines in the vicinity of Toledo, O.

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FIFTY-SIX The Brand Established on "QUALITY ONLY"
10 for 25c.

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10 for 15c.

MERIT AND UNIFORM PRICES
Ask your jobber or send orders direct to:

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Bunch Tables That Save Binders and Do Not Twist Fillers
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A TYPEWRITER FREE WITH 1000 CIGARS

Either a No. 2 Smith Premier or a No. 6 or No. 7 Remington

The original price of these machines was $100.00.
The entire deals sells for $35.00.
Everything in connection with the deal is guaranteed.
We have a special money making price for jobbers.

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The Real Independent Factory in Havana

Cifuentes, Fernandez y Ca.
Calle De La Industria, 172-174
HABANA, CUBA

General Agent for United States and Canada
ROBERT E. LANE
115 BROADWAY, NEW YORK

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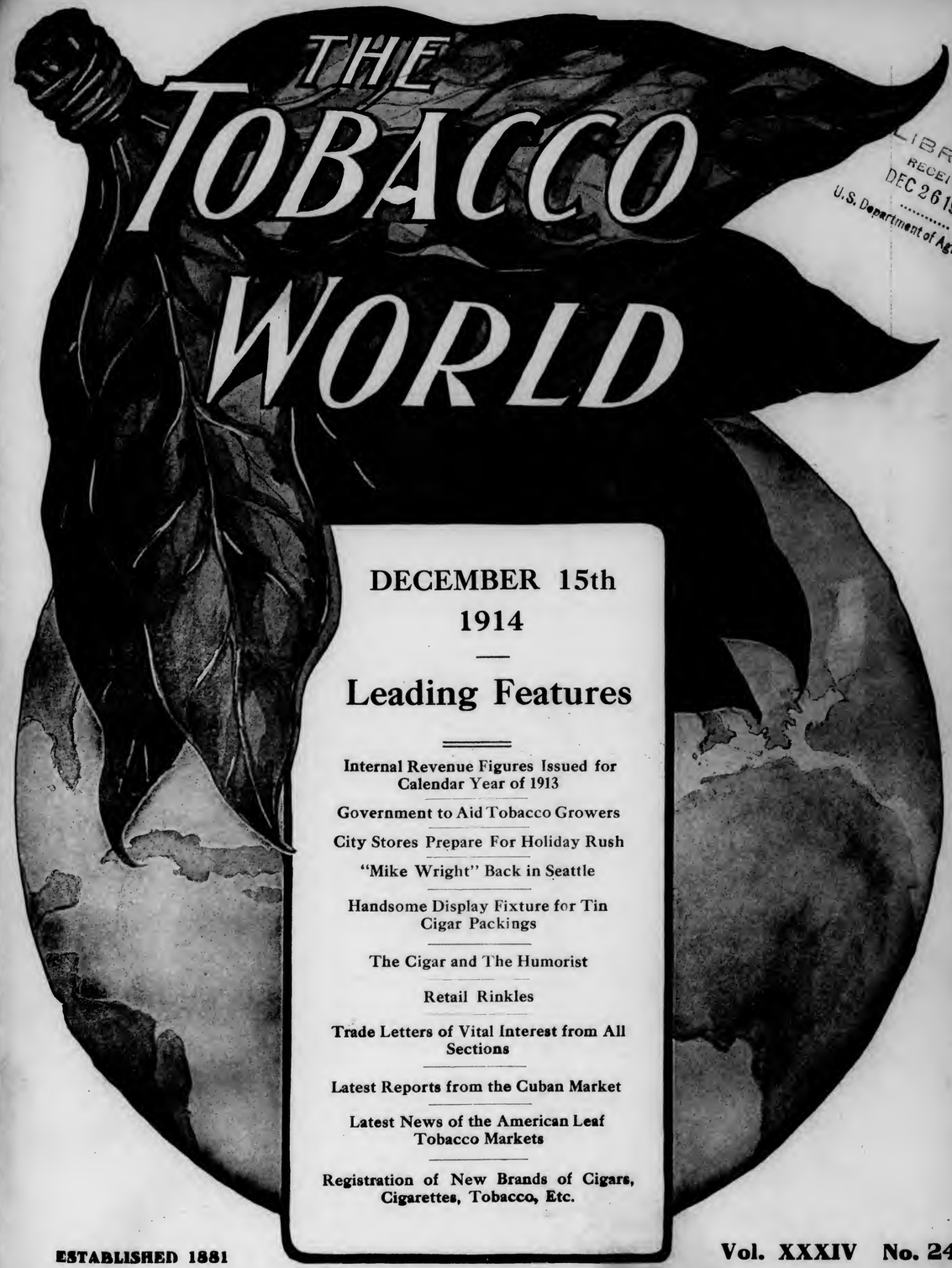
Your nerves are wiser than your brain when they rebel against that heavy, oily Havana cigar. Don't wait for your physician to order you to mild cigars. Smoke Havana blended with light domestic leaf—the

Robt. Burns
MILD 10c CIGAR



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City Stores Prepare For Holiday Rush

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Handsome Display Fixture for Tin Cigar Packings

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Trade Letters of Vital Interest from All Sections

Latest Reports from the Cuban Market

Latest News of the American Leaf Tobacco Markets

Registration of New Brands of Cigars, Cigarettes, Tobacco, Etc.

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F. LOZANO, SON & CO.

U. S. BONDED CIGAR MANUFACTURERS

Makers of the Famous "F. Lozano" Brand

Clear Havana Cigars

OFFICE AND FACTORY; TAMPA, FLORIDA

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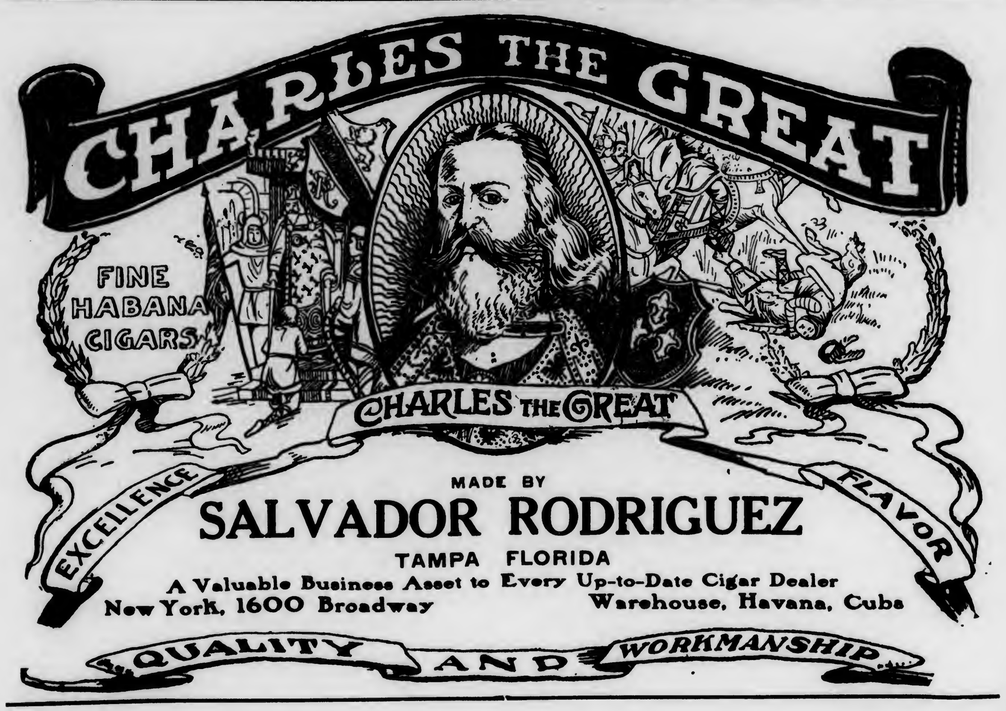

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Juan F. Portuondo

Cigar Mfg. Co., Philadelphia

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Behrens & Co.

Havana, Cuba
Consulado 91-93

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Independent factories

Our Motto: Quality, always a little better than Havana's Best

New York Office
80 Maiden Lane

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The Original and Genuine

Central Union

Smoking Tobacco in a New Cut

Packed in a Pocket-proof Package

1½ ounces—5 cents

United States Tobacco Co.
RICHMOND, VA.

For Gentlemen of Good Taste

San Felice

CIGARS

The Deisel-Wemmer Company

LIMA, O.

Philadelphia, Pa.
December 15, 1914.

We beg to extend to our customers our sincere thanks for the business given us during the year just closing. We will continue in every way to earn and merit the future co-operation of all our trade. Quality shall continue to be our first consideration.

Our best wishes to all and season's greetings.

Jeitles & Blumenthal
Limited

Quality Paramount

CELEBRATED

H. UPMANN CIGARS

H. UPMANN
HABANA

Strictly Independent Manufacturers

CHAS. LANDAU
Sole Agent for United States and Canada
82 Wall Street - New York
Board of Trade Bldg., Montreal, Canada

EL GENIO

Clear
Havana
Cigars

Made in Tampa, Fla.

P. Verplanck & Co.
263 Fourth Ave. New York

Ring the Dinner Bell!

'Cause the cash drawer's going to get a square meal—
And it's coming from tobacco that gives a square deal.
That Big Ten Cent Tin makes a big ten cent din!
Keep your ear close to the sound!

"The Big Ten Cent Tin"

For Pipe or Cigarette
Also in Glass Tumblers, 10c; Glass Fruit Jars, 25c and 50c

UNION LEADER
Redi-Cut
P. LORILLARD COMPANY—Est. 1760

EISENLOHR'S CIGARS.

Greeting to the Trade

We desire to express our grateful appreciation of the liberal patronage and many courtesies with which we have been favored during 1914, and to extend to everyone the Greetings of the Holiday Season, and our heartiest good wishes for a very prosperous New Year.

Otto Eisenlohr & Bros.

Philadelphia, December, 1914

Repeats Like a Winchester

5c.-Rocky Ford Cigars-5c.

Delicious Flavor
Made at our Newark, N. J. Factories

We also manufacture at our several factories located at Pittsburgh, Pa. the celebrated

[Pittsburgh "FAMOUS" Stogies]

The jobber's biggest asset in the 2 for 5c. line.

Our 2 for 5c. and 3 for 5c. lines of CIGARS and STOGIES are so extensive that space does not permit mentioning

Write for full information and prices

UNION AMERICAN CIGAR COMPANY
28th and Smallman Sts. Pittsburgh, Pa.

Graham Courtney

"MILD HAVANA BLEND"

They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company
135 West 42nd Street, New York

EVARISTO HERRERA, SAN MIGUEL 85 HABANA, CUBA

Manufacturer of the celebrated Habana Cigar Brands
Flor de P. A. Estanillo
Flor del Fumar
Elite

Fifth Avenue Cigarettes

The Union Made Cigarette of Quality
Bearing Union Label
Ten cents per package of ten. Mouthpiece, Cork Tip, Plain

Live Distributors Wanted

I. B. KRINSKY
207 North 4th Street . . . BROOKLYN

The Standards of America:

Lorillard's Snuff, : Est. 1760
Rail Road Mills Snuff, Est. 1825
Gail & Ax's Snuff : Est. 1851

ALL OF THE OLD ORIGINAL

Maccoboys — Rappees — High Toasts
Strong, Salt, Sweet and Plain Scotchs

MANUFACTURED BY
GEORGE W. HELME CO., 111 Fifth Ave., New York

G. S. Nicholas & Co.

41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

GREATEST SUCCESS IN HABANA'S CIGAR HISTORY

ROMEO Y JULIETA

RODRIGUEZ, ARGUELLES & CO.

A Success of Quality

THIS FACTORY HAS TODAY THE ENORMOUS PRODUCTION OF 85,000 CIGARS A DAY. IN DEMAND BY CONNOISSEURS IN EVERY COUNTRY OF THE WORLD

U. S. Representative: Wm. T. Taylor, 93 Broad St., N.Y. City.

CORRESPONDENCE SOLICITED

JUST THINK-5¢ BUYS A
LA FAMOSA
EQUAL TO ANY MILD 10¢
CIGAR

E. Kleiner & Co., Makers, New York

THE
Key West Cigar Factory
Factory No. 413, KEY WEST, FLA.

Office and Salesroom:
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HAVANA CUBA CIGARS

Vuelta Abajo "Castaneda"

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New York: 3 Park Row
DAVE ECHEMENDIA, U. S. Representative

T. J. DUNN & CO.

Makers of

The New Bachelor Cigar

401-405 E. 91st Street, New York

THE year 1914 has been an exceptionally successful one for us, **Havana Ribbon** sales far surpassing our most sanguine expectations. For this very satisfactory condition we have our jobbers and dealers to thank, as it was their loyal co-operation, combined with quality of the brand, that brought results.

We thank our many friends in the trade, and sincerely hope that the **New Year** will bring a full measure of success to all, and that the highest ambition of each and every one will be fully realized.

BAYUK BROS. CO.

HONESTLY ADVERTISED NOT MISLEADING

LA SARAMITA

Broadleaf
Wrapped
Havana
Cigars

Real Havana
Tobacco
Skillfully Blended

Pre-eminent
by Comparison

THE SHIELDS-WERTHEIM COMPANY, Cleveland

WITH THE COMPLIMENTS
AND GOOD WISHES OF THE SEASON

You are just closing a year's business that has not been as great a success as you might wish—General conditions, no doubt, were in a measure responsible, but have you stopped to think that perhaps **YOU** were not lined up right—Have you the right line—Think about this.

SANCHEZ & HAYA cigars are always **DUPLICATORS**

Write direct to the factory for prices and details.

SANCHEZ & HAYA
Factory No. 1
TAMPA - FLORIDA

CIGARS MADE
IN BOND

BOLD AND SUCCESS

Two Words With But a Single Meaning

¶ EIGHT MILLION (8,000,000) increase in 1914 is the wonderful record of BOLD cigars. Those who were compelled to telegraph for goods, and were kind enough to accept part shipments and delayed orders know that this startling proof of the popularity of BOLD Cigars was beyond our expectations.

¶ To all those who assisted us in making this splendid increase, who were so considerate and indulgent during the rush period, we wish to express our sincere thanks and to assert our deep appreciation.

¶ Our force has been greatly augmented and our facilities increased for 1915 promises even greater growth than 1914.

¶ Go to it! We are back of you and nothing will be left undone to make 1915 live up to its every promise.

¶ Those who sell BOLD know the reason for

BOLD
"Above All"

BOBROW BROS. . . . . Philadelphia

Bright and happy times at Yuletide
J**O**y and Plenty with you abide,
Ho**L**d your friends and make them dearer
Goo**D** Will on Earth will then be nearer.

1893 **Winning on Merit** 1914

The following paragraph taken from an Editorial recently appearing in this Journal, we feel will be appreciated by our many friends in the Trade, as in fitting with our mutually successful year.

"Honest goods sold at a fair price honestly advertised to the trade and consumer, continue to keep the lead among the biggest selling cigars in the country. Proof of this statement lies in the fact that the nickel and ten cent cigars that have been persistently advertised throughout the depression of the past year, remain practically unshaken in their output."

We take this opportunity of extending our thanks to the trade for many courtesies received throughout the year and offer our sincere wishes for a most prosperous ensuing year.

"44" Cigar Company
Incorporated
PHILADELPHIA

Best Quality **Best Known**

EDEN

The Cigar Without a Peer

Calixto Lopez y Cia
Habana

New York Office— 257 Fourth Ave.

E. H. GATO CIGAR COMPANY
FOR FORTY YEARS THE STANDARD
By Which Clear Havana Cigars Are Judged

Write for Open Territory
Factory: Key West, Fla. New York Office: 203 W. Broadway

LOVERA
CLEAR HAVANA CIGAR
Made under U. S. Bond by
Jose Lovera Co.
TAMPA, FLA.

KILLEBREW & MYRICK'S
"TOBACCO LEAF"
The Leading Authority in Book Form
All about Tobacco From the Plant to the Finished Product
500 pages, cloth bound—$2.00 by mail, prepaid
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BACHIAS
Havana Cigars
For Men of Means
Renowned for Uniformity
IDENTIFIED BY THE GREEN AND GOLD BAND
R. A. BACHIA & CO.
47 West Sixteenth St. New York

DIAMOND JOE
TRADE MARK
CIGAR FACTORY
ESTABLISHED 1860

Charles Denby
BEST THAT SKILL, ENERGY AND MONEY CAN PRODUCE
H. FENDRICH, Maker, EVANSVILLE, IND.

5c CIGAR

Why Is It Necessary To Advertise the Imported Sumatra?

The REASON:

American Sumatra Tobacco

Grown by
AMERICAN SUMATRA TOBACCO CO.,
131 Water Street, New York

PALL MALL

FAMOUS CIGARETTES

A Pleasure to give
A Joy to receive

A Special Xmas
Packing of One
Hundred

TIGHT BINDING TEXT CUT OFF

MADE IN BOND

HAVANA CIGARS

Highest Quality
Best Workmanship

MADE BY

V. Guerra, Diaz & Co., Tampa, Fla.

Established 1867 — Our Motto "Quality"

Y.PENDAS & ALVAREZ

WEBSTER

Clear Havana Cigars

Office and Salesroom, 209 Pearl St.
NEW YORK CITY

TAMPA FLA. — HAVANA CUBA

Like his big 10c. brother

LITTLE WM PENN

is "good thru and thru"

½ the size — ½ the price

A *real* little cigar

5c.

THEOBALD & OPPENHEIMER CO.,
1020 SECOND AVENUE, - NEW YORK.

To Our Many Friends

That you may enjoy a bright and happy Christmas and that the New Year may bring you greater prosperity is our Yuletide wish.

NEUMANN & MAYER

Manufacturers of "Bella Mundo" Cigars

PHILADELPHIA, PA.

M. MELACHRINO & CO., Inc.

EGYPTIAN CIGARETTES

You Cannot be Mistaken if You Stock the Easiest Sold Cigarettes

M. Melachrino & Co., Inc., are purveyors and supply all the Courts, Embassies, 120 Clubs and 360 Regimental Messes throughout Europe

GRAND DEPOTS OF M. Melachrino & Co., Inc. { London, 8 Regent St., S. W. Capetown, South Africa — Calcutta, 10 Government Place Alexandria, Rue Cheriff Pacha — CAIRO, Head Office and Factory Hamburg, 18-20 Grosse Backerstrasse

AGENCIES IN THE PRINCIPAL CITIES OF THE WORLD — PRICE LIST UPON APPLICATION

214-216 WEST 47th STREET, NEW YORK

THE TOBACCO WORLD

Vol. XXXIV. PHILADELPHIA AND NEW YORK, DECEMBER 15, 1914. No. 24.

CIGAR PRODUCTION FOR CALENDAR YEAR OF 1913 SHOWS BIG INCREASE OVER 1912 ACCORDING TO INTERNAL REVENUE REPORT

Plug Tobacco Show Increase of More Than Four Million Pounds---Total Decrease of More Than Five and a Half Million Pounds of Materials of All Kinds Used---Little Cigars Decrease Almost 96,000,000---Cigarettes Show Two Billion Increase--- Decrease of 714 Cigar Factories During the Year.

For The Calendar Year of 1913

Output of Large Cigars	7,571,507,834	Increase	527,250,599	Leaf Used for Production of Large Cigars	158,755,358 Pounds
Output of Little Cigars	959,409,161	Decrease	95,782,334	Leaf Used for Production of Small Cigars	4,230,400 Pounds
Output of Cigarettes	15,555,692,661	Increase	2,388,599,146	Leaf Used for Production of Cigarettes	56,420,334 Pounds

From the Annual Internal Revenue Report.

The following statements and tables are taken from the annual report of the Commissioner of Internal Revenue. The figures given herewith relate exclusively to cigars, cigarettes, tobacco and snuff manufactured in the United States:

Manufacture of Tobacco Products, Calendar Year 1913

The total number of cigar manufacturers for whom accounts were rendered for the calendar year 1913 was 20,288, which includes 447 manufacturers of cigarettes.

The total number of cigars made weighing more than 3 pounds per thousand was 7,571,507,834, an increase of 527,250,599 compared with the production of 1912.

The total number of cigars made weighing not more than 3 pounds per thousand was 959,409,161, a decrease of 95,782,334 cigars as compared with the production for the previous year.

The total number of cigarettes made weighing more than 3 pounds per thousand was 15,105,776, a decrease of 1,494,608 from the previous year.

The total number of cigarettes made weighing not more than 3 pounds per thousand was 15,555,692,661, an increase of 2,388,599,146 over the previous year.

The average quantity of unstemmed tobacco used in making 1000 cigars weighing more than 3 pounds per thousand was 20.96 pounds; in making 1000 cigars weighing not more than 3 pounds per thousand, 4.40 pounds; in making 1000 cigarettes weighing more than 3 pounds per thousand, 9.17 pounds; in making 1000 cigarettes weighing not more than 3 pounds per thousand, 3.62 pounds.

Tables Nos. 3 and 4 relate to tobacco and snuff.

There was an increase of thirty-one in the number of tobacco and snuff factories operated during last year as compared with the previous year.

There was a decrease of 16,598,282 pounds unstemmed leaf and increases of 4,915,297 pounds stemmed leaf tobacco, 1,317,443 pounds scraps, cuttings, and clippings, and 172,983 pounds tobacco in process, a decrease of 1,313,158 pounds stems and increases of 973,780 pounds licorice, 2,507,191 pounds sugar and 2,372,033 pounds of other materials used in manufacturing tobacco and snuff as compared with the previous year.

There was a total decrease of 5,652,713 pounds of materials of all kinds used as compared with the previous year.

There was an increase of 4,090,315 pounds of plug, decreases of 637,344 pounds of twist and 72,035 pounds of fine-cut chewing, and increases of 3,479,279 pounds of smoking tobacco and 1,534,405 pounds of snuff manufactured as compared with the previous year.

Snuff was manufactured in nineteen districts; the district of Tennessee produced 16,320,313 pounds; the fifth district of New Jersey produced 8,538,037 pounds; the first district of Illinois produced 5,520,073 pounds, and the district of Maryland produced 2,090,461 pounds, the aggregate production of the districts named being 32,468,884 pounds, out of a total production amounting to 32,898,056 pounds.

Tobacco.

The receipts from the tax on manufactured tobacco, snuff, cigars, and cigarettes for the fiscal year ended June 30, 1914, amounted to $79,986,639.68, an increase over the collections from these sources during the fiscal year ended June 30, 1913, of $3,197,214.93.

There were in operation during the calendar year 1913, 19,841 cigar factories and 447 cigarette factories, this being a decrease of 714 cigar factories and 22 cigarette factories.

There were also registered 2766 establishments producing manufactured tobacco, 68 producing snuff, 4004 dealers in leaf tobacco, and 591 retail dealers in leaf tobacco in the United States.

No change is noted in the very limited sale of unmanufactured leaf tobacco by retail dealers in leaf tobacco.

Considerable difficulty has been experienced in securing reports of dealers in leaf tobacco for each quarter and in keeping a check on such dealers and on their transactions reported in book 59. A dealer in leaf tobacco is now, and has been, required only to register with the collector of the district on commencement of business. Section 3360 of the Revised Statutes provides that dealers in leaf tobacco shall return the book furnished by the government, in which record is kept of their transactions, at the end of each and every year and upon discontinuance of business during any year. Reports on book 59 are required quarterly instead of yearly, for the purpose of tracing sales of leaf tobacco to manufacturers and other dealers in leaf tobacco just that much earlier than would be possible with only a yearly report. A dealer in leaf tobacco has never been required to give a bond, nor is an inventory required by law to be furnished. There are a number of dealers in leaf tobacco who

(Continued on Page 18)

The Office Boy's Contribution

IT was a gay crowd that gathered one Christmas Eve many years ago at the old Pall Mall Hostelry in the pleasure loving city of San Felice. The Host, F. Lozano, who never failed to regale each and every guest with the fact that he was of royal lineage, being descended from the Reyes de Espana (Kings of Spain), had been decorated but a short time before with the Havana Ribbon in honor of his gift of 44 boxes of Copenhagen Snuff to Henry the Fourth. In recognition of this, he had sent out invitations broadcast for a revel to be held in the famous King's Club room, where in times past, monarchs had been wont to gather when they desired to fling aside for awhile, the cares of state. The list of guests included a King and Queen, Lords and ladies and even Statesmen from foreign lands had signified their intention of being present.

The night at last arrived and F. Lozano, standing at the head of the wonderful marble staircase, awaited the coming of his guests. Soon the voice of Courtello, his butler, was heard announcing the arrival of the Elite. Charles Denby, the American, known in San Felice as the New Bachelor, was first on the scene. He had been Bold enough to bring with him his friend John Ruskin, relative to Girard and Webster, a delightful fellow who was a frequent visitor at the Pall Mall. Denby in his own country was known as the Union Leader, the highest position of honor in the Central Union. Shortly after representatives of London Life in the persons of Lord Salisbury and Lord Sterling appeared. There was but a short intermission when a whisper went the rounds that Devesa de Murias, the famous beauty was below with her maid Lovera. There was a rush to the balcony but their efforts to see the charming beauty went unrewarded as she had gone out to welcome her dear friend La Mega Sintoma whose engagement had but recently been announced to Prince Albert of Melachrino. Presently the two of them ascended and were greeted by Graham Courtney of Fifth Ave., who was acquainted with them, he having met them on the Oasis adjacent to Sanchez & Haya. Their Majesties, Charles the Great and Queen La Saramita, were the next in order accompanied by their jester Cinco. Our Principal guests having arrived, said the host, we may as well enjoy the cabaret show which I have provided. Robert Burns who juggles Fifty-six Camels at one time will now proceed to amuse you. Burns having finished his act, Omar and Fatima enraptured their audience with the famous balcony scene from Romeo Y Julieta. This was followed by El Roi-Tan the successor of H. Upmann, the famous magician. The Rocky Ford Quartette consisting of Partagas, Gato, Bachia and Cremo then came on and having finished their act amid frequent encores, the guests were invited to the banquet board. Upon the conclusion of the Feast, La Famosa, the dancer, supplied all with small glasses of Castaneda wine in which a toast was offered the host for having supplied the company with such a merry evening.

The Connecticut Cigar Company, Inc., New Haven, Conn., Hermann Bower, president and treasurer, and William Bower, secretary, announce to the trade that they have removed their factory from 190 Commerce Street to 80 Commerce Street, where they are now doing business.

Tobias Bluestein, Incorporated, to Manufacture Cigarettes

Tobias Bluestein, Incorporated, is the title of a new corporation recently organized at Chicago, Ill., for the purpose of manufacturing Russian, Turkish and a certain type of English cigarettes. The corporation is fostered by prominent business men of Chicago and it takes its name after the president, Tobias Bluestein, who has been connected with the cigarette manufacturing business for quite a long time.

The officers and directors are Tobias Bluestein, president; Dr. Philip B. Chancellor, vice-president and secretary; J. Allen Haines, of Kean, Taylor & Company, treasurer; Ray L. Evans, of Kisell, Kinnicutt & Company, managing director; T. J. Hickey, of Kean, Taylor & Company, assistant treasurer. The directors include the officers and Rosecrans Baldwin, of Curtis & Warren; Charles S. Dewey; A. S. Peabody, of Peabody, Houghteling & Company, and James MacVeagh, of Franklin, MacVeagh & Company. Clarence Dewitt, the old Yale football player, is to manage this new company. A large up-to-date factory has been recently opened and the trade name of "Boulevard" for the cigarettes has been adopted.

New Hazardville Warehouse Opened

"Comfort and convenience" was the slogan which I. D. Woodworth held before his eyes when planning his new tobacco warehouse at Hazardville, Conn. That this has been strictly adhered to is testified by the new building, which is a two-story and basement structure, one hundred and fifty feet long and forty-eight feet wide. It is not only well-lighted during the day, but is equipped with electric lights as well. In addition to this important feature of a tobacco warehouse, an elevator has been installed together with those features necessary for convenience of employes. The new building is supplied with two sweat rooms, where the tobacco is kept when cased. The opening of the warehouse was celebrated recently by a dance held in a large room on the second floor, the guests numbering between three and four hundred. Mr. Woodworth employs about one hundred and twenty-five people.

Galena Cigar Company Succeeding

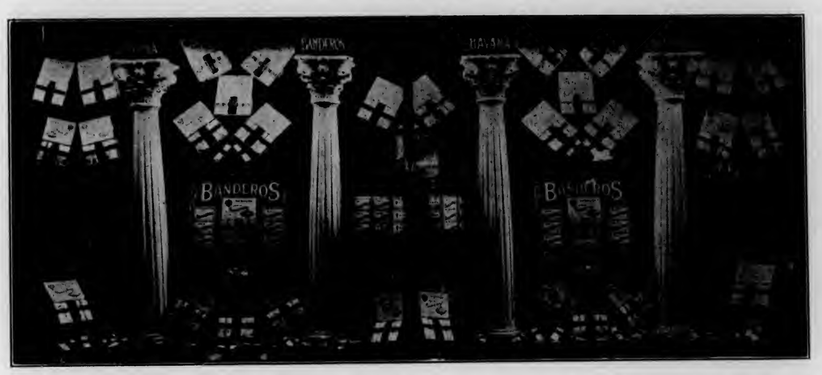
A little more than three years ago, at Galena, Ill., John McHugh established himself in the cigar manufacturing business. His first brand was known as the "Educator". This found a quick sale with the local trade. The following August Mr. McHugh associated with him George Williams, the firm then becoming known as the Galena Cigar Company. The business has steadily grown until today a nice wholesale manufacturing business is enjoyed. Having succeeded along this line, Messrs. McHugh and Williams opened a retail store in connection with their factory, installing a full line of tobaccos and smokers' articles. Their popular 5-cent brand is known as the "Smokrite", this having a good distribution throughout the northwestern part of Illinois. Their "Lord Kenmore" is a 10-cent cigar and is said to be one of the best of its kind.

"Turkish" Tobacco Now a Misnomer

When the war between England and Turkey was announced the tobacconists and their customers immediately clamored for a boycott of Turkish cigarettes. A tobacco expert soon cleared the atmosphere and saved the day for "Turkish" cigarettes.

As was pointed out in a recent issue of "The Tobacco World," the choicest Turkish tobacco comes from the provinces of Xanthi and Cavalla. The former is now under Bulgarian control, while Greece dominates the latter. Greece, Bulgaria and Servia now control a large part of the Turkish leaf provinces.

Another Lovera "Banderos" Prize-Winner



This prize-winning display on the famous "Banderos" appeared in the window of McKay & Monkman, Ninth & Broadway, Los Angeles, Cal.

United Profit Sharing Corporation Opens in Philadelphia

Early in January the extensive premises 809-811 Chestnut Street, Philadelphia, Pa., formerly occupied by John and James Dobson, the well known carpet people, will be occupied as a premium station by the United Profit Sharing Corporation. Upon the completion of the alterations which are contemplated the premises, it is said, will be not only the largest distributing point of the United Profit Sharing Corporation, but the most important as well.

So enormous has been the growth of this business dealing with the interchanging and redemption of coupons, that it has been decided to open this latest station in Philadelphia. Relative to the offices of the United Profit Sharing Corporation, this organization was formed to take over the coupon business of the United Cigar Stores Company, which will issue coupons interchangeable with those accompanying a considerable aggregation of trade-marked goods bearing a national reputation.

Portuondo Factory Working Overtime

The arrival of late orders for special Christmas packages compelled the J. F. Portuondo factory, 1111 Sansom Street, to keep their employes overtime a part of last week. Shipments could not be made as fast as the orders were received, but the firm have guaranteed that all goods will be shipped in time for holiday business. The perfecto shape is in greatest demand, but conchas and especials are receiving their quota of attention.

"Charles Denby" Man In Nashville

The Matthews-Phillips Company, Nashville, Tenn., wholesale grocers and local distributors of the "Charles Denby," manufactured by H. Fendrich, Evansville, Ind., was recently visited by Mr. Patterson, special representative of the "Charles Denby" factory, who made that company his headquarters while working among the local trade. Mr. Denby was fortunate in securing several nice accounts while in Nashville.

J. H. Weller, known to the trade by his connection as Western and Southern representative of George W. Nichols & Company, New York, has severed his connection from that company. Mr. Weller has not yet announced his plans for the future.

"44" Cigar Company's President in Havana

Mr. B. Lipschutz, president of the "44" Cigar Company, together with Mrs. Lipschutz, recently celebrated their Twenty-fifth Wedding Anniversary with a trip to Cuba.

While in Havana, Mr. Lipschutz combined business with pleasure, and it is reported that he has made some very fine leaf purchases for the factory.

Sale of Leaf Tobacco in Norway

Official statistics of Norway's imports of leaf tobacco in 1913 have not yet been made public, but from figures gathered for this consulate it appears that the imports of such tobacco at Christiania last year amounted to 3,158,488 pounds, of which the United States supplied 1,830,864 pounds, Germany 972,719, the Netherlands 236,397, the United Kingdom 115,826, and France 2682.

There are no jobbers in leaf tobacco in Norway. The largest manufacturers here send their Norwegian representatives either to the plantation or to the centers where tobacco is sold to obtain supplies for their respective factories. However, the bulk of the trade is conducted through local import agents, who call regularly on purchasers throughout Norway. Such agents sell only to responsible firms, they being in position to know the financial standing of their customers at all times. It would seem that American growers could best build up a trade with this market by appointing an agent in Christiania to represent them here. An attempt to establish a trade with local manufacturers by direct correspondence would probably meet with little success.

Lists of Christiania import agents and of manufacturers using leaf tobacco, also of mercantile agencies from whom credit ratings can be obtained, may be had upon application to the Bureau of Foreign and Domestic Commerce or its branch offices.—Daily Consular Reports.

Joe Byrnes, who represents Gonzalez & Sanchez in certain of the Southern States, was a recent visitor to Jacksonville, Fla., where he declared that his business for November past was the biggest he ever did. The "Gonzalez & Sanchez" products are being shown in Jacksonville in holiday packings and from all reports are proving good sellers.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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We join with the "Springfield Republican" in suggesting that one should be extremely guarded in saying that a certain percentage of crime is caused either by drugs or by cigarettes.

Smoking and Crime

It is certainly obvious that the use of cigarettes is not confined to the criminal classes—far from it—and it is certainly most unjust to those who use cigarettes, who cannot by any possible methods of deduction be included in the criminal classes, to intimate that their use is a mark of degeneracy or crime.

The cigarette, when excessively used, may have a detrimental effect, the same is true of the cigar or pipe for that matter. The medical profession pretty well agrees that smoking is largely a matter of the individual.

The study of crime indicates that there is much more than drugs or smoking back of it. A man is not a thief because he smokes cigarettes. The clubman who smokes his cigarettes is not referred to as being particularly vice-ridden, but the person of unwholesome associates who smokes cigarettes is generally looked upon as being four jumps from jail.

Environment, hereditary tendencies, home influences and a score of other reasons complicate the study of vice and its relation to crime. The young crook is always referred to as "an inveterate cigarette smoker." We also know that there are thousands of successful business men who smoke cigarettes and who have as yet shown no inclination to rob a bank or shoot someone.

We therefore join in suggesting that one should be "extremely guarded in drawing general conclusions, and particularly in interpreting figures in terms of cause and consequence."

* * *

Because the financial gain of 1914 has not been equal to or greater than that of 1913 should be no cause for discouragement to those who may be tempted to feel downcast. To have been a winner in 1914 means something. Commercial and financial perils and political upheavals have made a devious and dangerous path for the unwary business man to tread.

A Christmas Thought

This has been a year where cumulative values have made themselves felt. The efforts of previous years backed up by the same persistent efforts in the face of discouragement have brought more than one firm home a winner in the race of the year. To those who have succeeded in greater accomplishments than ever before we offer our heartiest congratulations. We repeat—it means something to be a winner in 1914.

Regardless of how the year has gone, IT HAS GONE—let us look to the promise of the New Year.

This is the season of Christmas when the spirit of Peace and Goodwill is abroad in all its might and power Let us show a grateful heart and give deep thanks that we alone of all the great nations of the earth are at peace with the rest of the world.

No failure or discouragement should be so great as to make us forget the blessing of Peace. With many nations in arms, the flower of European manhood under the sod of in hospitals, a million homes desolate and an entire nation homeless, surely we are not to weigh financial loss or gain against mankind's greatest gift, the blessing of Peace.

* * *

An Indiana editor with a peculiar sense of humor has recently made comment on the possibilities of establishing an English market for American-made cigar bands.

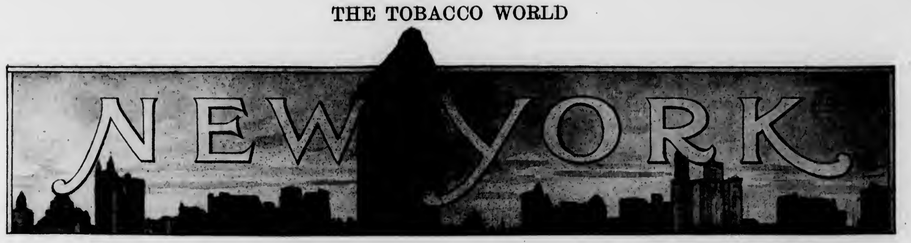
Cigar Bands Are Important

This editor states that the success of such a plan should be a cause for rejoicing, as it would enable the American smoker to buy cigars without bands and to feel at the same time, that the loss of the sale of cigar bands to him would be taken care of by the new market in England.

As a matter of fact, the cigar band is the greatest protection the consumer has. Unbanded cigars continually suffer by the work of box stuffers, but the banded cigar is seldom, if ever, attacked in this manner.

It follows that the higher-priced cigars have the better grade of cigar bands, but it adds very little to the actual cost of the cigar, and the consumer who is used to paying twenty-five or fifty cents for a cigar, knows that he is getting his money's worth so long as the cigar can be identified by its particular band.

The label and cigar band industry in the United States totals millions of dollars. It works for the protection of the smoker as nothing else that has yet been invented can do.



"Fifty-Six" Christmas Packing Popular

THE success of the "56" cigarette 100 Christmas packing has proven to be as popular this year as it was last and the beautiful white and gold cover with its two long rows of fifty plain tips and fifty cork tips within is making an irresistible appeal to discriminating cigarette smokers all over the country.

Robert Appleton, in charge of the selling end, states that the sales on this special packing have exceeded his anticipations. Certainly this Xmas special of the "56" is one of the handsomest on the market and one cannot help but fall a victim to the lure of this beautiful packing.

"Royal Heads"—New Offering of S. Monday & Sons

"Royal Heads," a little cigar, in an attractive package, selling seven for fifteen cents, is the title of a new brand of little cigars just placed on the market by the firm of S. Monday & Sons, Brooklyn, N. Y., reputed to be the most extensive independent manufacturers of little cigars in the United States. The new product carries a shade grown Connecticut wrapper, with about seventy-five per cent. Havana filler. "Royal Heads," numbering one hundred packages to the carton, should prove an attractive offering.

"Fifth Avenue" and "Cosmos" Brands in Demand

A recent visit to the factory of I. Krinsky in Brooklyn, N. Y., found the factory unusually active with a heavy call for "Fifth Avenue" and "Cosmos" cigarettes, two of the firm's leading brands. The unusually high grade of Turkish tobacco which the firm has been putting in its new "Cosmos" brand has resulted in a heavy call for the same, and the popularity of the brand is constantly on the increase. The trade will, no doubt, be interested to learn that the Krinsky firm will soon place a new five-cent brand of cigarettes on the market. It will be manufactured in both the plain and cork tip. The name will be announced shortly.

T. F. Gray Goes With Ruy Lopez Company

Thomas F. Gray, for many years connected with the firm of Garcia, Pando & Company, will cease his connection with that firm at the end of the present month, and on January first will take on the representation of the line of the Ruy Lopez Company. Mr. Gray's territory will cover east of Buffalo and Pittsburgh. Philadelphia, Baltimore and Washington will be included.

Philip Morris Birthday Club Meets

The annual dinner of the Philip Morris Birthday Club was held last Saturday evening at the Wool Club, West Broadway and Franklin Streets, where two hundred and fifty guests were present. Mr. William Curtiss Thompson, of London, president of the English concern, was among those present.

M. Rodriguez to Open Cigar Factory

According to a recent report, M. Rodriguez, formerly a member of the firm of Rodriguez & Teijeiro, plans to open a cigar factory in New York after the first of the year. Mr. Rodriguez has recently been a visitor in Key West.

"Lord Romeo" Cigars Going Well.

A RECENT visit to the Kraus Cigar Company at Seventy-fifth Street and Avenue A, revealed the fact that there is no let-up in the call for "Lord Romeo" cigars, manufactured by this company and packed seven in a box retailing for fifteen cents.

The "Lord Romeo" package is having quite a heavy call throughout eastern territory and its popularity is attested to by the fact that a number of other manufacturers are already putting out similar shaped cigars similarly packed and retailing at the same price.

Mr. Kraus told a representative of "The Tobacco World" that this line of goods is repeating nicely and that the results of the campaign on "Lord Romeo" have been satisfactory.

This company manufactures a number of other brands of cigars of a high grade.

Good Call on Manila Cigars

Sidney J. Freeman, 123 Liberty Street, representing Kuenzle & Streiff, Inc., of Manila, P. I., reports that trade on these goods is holding up well during the holiday season.

Among the brands manufactured by this firm are "Magallanes", "La Union", "Puntacima", "El Tamarindo" and "La Hondradez".

American Sumatra Tobacco Dividend

The September dividend of 3½% on American Sumatra Tobacco Company preferred stock that was deferred until February 1 for payment on account of business conditions, is to be anticipated, owing to the current improvement, and will be paid on January 2 to stock of record December 20.

Heard on Broadway

Julius Lichtenstein, president of the American Sumatra Tobacco Company, is planning to go south in a few days to inspect the extensive plantations of the company. He has recently returned from a short visit to Connecticut.

J. M. Diaz, president of the Preferred Havana Tobacco Company, is expected to arrive in this city for the Christmas holidays. He has recently been visiting in Havana and will call at Tampa on his way north.

Simon Batt & Company, report a good call on the "La Verdad" brand. H. C. Alces, of the sales staff, is back in town and together with the other salesmen will take a vacation until the first of the year.

Mr. Davis, of S. I. Davis & Company, is reported to be convalescing at his home and is expected to be in his office shortly after the first of the year. The products of the Davis factory had had a splendid year and preparations are now under way for 1915 campaign.

CIGAR PRODUCTION FOR 1913 SHOWS BIG INCREASE OVER 1912

(Continued from Page 13)

have taken advantage of this situation by selling leaf tobacco to unscrupulous manufacturers, reporting a less quantity sold than is actually delivered and taking credit as shrinkage for the excess delivered and not reported, and also by carrying fictitious balances forward in their books 59 from quarter to quarter. In the latter case, such leaf dealer may disappear, leaving no trace of the tobacco, which is manufactured into cigars and finds its way to consumers without being tax paid. Therefore, the recommendation made in the two previous annual reports is again urged—namely, that every dealer in leaf tobacco should be required by law to give bond, the penalty of which should be increased according to the quantum of business proposed to be done, and which penalty should be fixed by the collector of the district, with right of appeal by dealer to the Commissioner of Internal Revenue in respect to the amount thereof. Every dealer in leaf tobacco should be required to make a true inventory of stock on the first day of January of each year, and power should be given the Commissioner of Internal Revenue to call upon dealers in leaf tobacco to show cause against assessment for tax on tobacco not accounted for and to make such assessments where explanations are not satisfactory. Dealers in leaf tobacco should be required to render report of transactions quarterly, monthly, or for such periods and in such manner as the Commissioner of Internal Revenue shall prescribe.

Manufacturers of cigars, manufacturers of tobacco, dealers in leaf tobacco, and retail dealers in leaf tobacco should be required by law to register only on commencement of business and not annually thereafter on the first day of July. It has been pointed out in recommendations made in the two previous annual reports that this will relieve collectors of internal revenue of considerable unnecessary labor and will effect a considerable saving in printing and stationery.

The increase in the number of cigarettes manufactured and removed tax paid during the fiscal year ended June 30, 1914, does not quite equal that pointed out in the previous annual report; but is extraordinary, amounting to 2,132,895,976 cigarettes, the receipts from the sale of stamps during the fiscal year ended June 30, 1914, showing tax payment on 16,409,667,136 cigarettes.

(From the Annual Internal Revenue Report.)

Production of Manufactured Tobacco, Snuff, Cigars, and Cigarettes During the Past Ten Calendar Years.

[NOTE.—These tables are compiled from an annual abstract statement of manufacturers' accounts prepared by collectors of internal revenue for their respective districts at the close of each calendar year, and they relate exclusively to tobacco, snuff, cigars, and cigarettes manufactured in the United States.]

Tobacco and Snuff Manufactured.

Year.	Plug. Pounds.	Twist. Pounds.	Fine-cut. Pounds.	Smoking. Pounds.	Snuff. Pounds.	Total. Pounds.
1904	163,379,270	8,783,211	12,151,003	149,151,690	20,221,400	353,686,574
1905	156,805,981	10,147,689	11,684,184	165,208,982	23,671,078	367,517,914
1906	165,069,127	11,680,674	12,742,345	175,664,091	26,115,285	391,271,522
1907	159,745,491	12,257,022	12,457,917	179,172,512	24,175,219	387,808,161
1908	164,712,863	14,476,730	12,086,725	192,229,890	24,035,738	407,541,946
1909	173,418,223	14,625,975	12,481,100	202,374,654	28,454,958	431,354,910
1910	174,352,625	14,580,022	12,857,930	214,056,402	31,445,178	447,292,157
1911	160,895,589	13,845,761	11,027,986	209,367,475	28,943,754	424,080,565
1912	160,248,195	15,531,133	11,006,561	217,330,409	31,363,651	435,479,949
1913	164,338,510	14,893,789	10,934,526	220,809,688	32,898,056	443,874,569

Cigars and Cigarettes Manufactured.

Year.	Cigars. Weighing more than 3 pounds per thousand.	Cigars. Weighing not more than 3 pounds per thousand.	Cigarettes. Weighing more than 3 pounds per thousand.	Cigarettes. Weighing not more than 3 pounds per thousand.
1904	6,640,482,483	736,187,259	7,103,193	3,426,890,229
1905	6,747,869,277	803,641,616	6,913,138	3,666,814,273
1906	7,147,548,312	989,751,253	10,742,354	4,501,254,783
1907	7,302,029,811	1,074,083,976	14,984,493	5,255,572,445
1908	6,488,907,269	1,072,512,540	17,668,772	5,742,832,524
1909	6,667,774,915	1,043,023,559	17,794,163	6,818,858,272
1910	6,810,098,416	1,118,135,635	19,374,077	8,644,335,407
1911	7,048,505,033	1,213,832,840	17,058,718	10,469,321,101
1912	7,044,257,235	1,055,191,495	16,600,384	13,167,093,515
1913	7,571,507,834	959,409,161	15,105,776	15,555,692,661

Summary of Cigar and Cigarette Manufacture.

	Leaf tobacco used in manufacturing.	Average leaf tobacco used per thousand.	Number manufactured.
Cigars weighing more than 3 pounds per 1,000	158,755,358	20.96	7,571,507,834
Cigars weighing not more than 3 pounds per 1,000	4,230,400	4.40	959,409,161
Cigarettes weighing more than 3 pounds per 1,000	138,534	9.17	15,105,776
Cigarettes weighing not more than 3 pounds per 1,000	56,420,334	3.62	15,555,692,661

Quantity of Leaf Tobacco Used in Manufacturing During the Past Ten Calendar Years.

Year.	Cigars. Large. Pounds.	Cigars. Small. Pounds.	Cigarettes. Large. Pounds.	Cigarettes. Small. Pounds.	Tobacco and snuff. Pounds.	Total. Pounds.
1904	124,623,057	3,046,196	53,494	13,297,282	307,491,554	448,511,583
1905	127,101,452	3,449,290	60,452	13,371,341	314,524,931	458,507,466
1906	136,335,003	3,943,688	99,550	16,011,385	325,370,642	481,760,268
1907	142,554,647	4,971,198	131,238	18,498,212	320,729,538	486,884,833
1908	126,057,483	4,382,765	156,488	20,509,433	331,907,336	483,013,505
1909	132,239,693	4,410,407	156,558	23,558,287	344,325,030	504,709,975
1910	136,462,219	4,654,241	172,994	31,079,325	350,480,900	522,809,679
1911	144,680,920	5,236,325	151,897	38,446,231	346,544,032	535,059,405
1912	145,781,078	3,909,572	150,910	46,966,201	350,549,373	547,357,134
1913	158,755,358	4,230,400	138,534	56,420,334	338,870,673	558,415,299

(From the Annual Internal Revenue Report.)

CONSOLIDATED STATEMENT, BY DISTRICTS, SHOWING THE NUMBER OF CIGAR FACTORIES OPERATED, THE QUANTITY OF TOBACCO USED, AND THE NUMBER OF CIGARS MADE DURING THE CALENDAR YEAR ENDED DECEMBER 31, 1913.

State.	District.	Number of factories.	Pounds of tobacco used in making cigars. Weighing more than 3 pounds per 1,000.	Weighing not more than 3 pounds per 1,000.	Cigars manufactured. Weighing more than 3 pounds per 1,000.	Weighing not more than 3 pounds per 1,000.
Alabama	..	64	127,746	.....	6,462,045	.....
Arkansas	..	23	48,935	.....	2,280,968	.....
California	1	359	1,003,684	101	43,762,678	20,600
Do	6	143	349,195	.....	15,949,105	.....
Total	..	502	1,352,879	101	59,711,783	20,600
Colorado	..	134	373,639	.....	16,674,574	.....
Connecticut	..	414	2,002,108	43	96,786,258	9,000
Florida	..	481	8,102,814	.....	361,719,040	.....
Georgia	..	112	378,134	.....	15,399,275	.....
Hawaii	..	2	2,110	.....	85,250	.....
Illinois	1	1,478	5,409,162	49	246,641,378	10,000
Do	5	131	553,636	.....	27,659,806	.....
Do	8	412	1,172,702	.....	57,207,733	.....
Do	13	180	378,195	.....	18,097,412	.....
Total	..	2,201	7,513,695	49	349,606,329	10,000
Indiana	6	418	1,831,781	.....	84,415,785	.....
Do	7	132	1,945,929	.....	88,847,997	.....
Total	..	550	3,777,710	.....	173,263,782	.....
Iowa	3	369	1,888,065	144	88,193,560	28,800
Kansas	..	164	421,364	39	20,558,947	9,700
Kentucky	2	16	57,600	.....	2,721,600	.....
Do	5	73	1,008,112	.....	47,248,423	.....
Do	6	61	129,229	.....	6,374,955	.....
Do	7	13	60,450	.....	2,602,627	.....
Do	8	2	1,409	.....	60,669	.....
Total	..	165	1,256,800	.....	59,008,274	.....
Louisiana	..	70	696,400	.....	40,980,632	.....
Maryland	..	402	3,146,452	2,090,275	141,328,041	478,545,850
Massachusetts	3	457	4,307,323	.....	213,677,933	.....
Michigan	1	560	6,696,329	.....	311,380,654	.....
Do	4	321	1,248,849	.....	53,439,863	.....
Total	..	881	7,945,178	.....	364,820,517	.....
Minnesota	..	389	1,428,368	3	68,191,817	1,000
Missouri	1	380	931,059	.....	44,880,054	.....
Do	6	169	498,615	.....	22,832,817	.....
Total	..	549	1,429,674	.....	67,712,871	.....
Montana	..	158	861,486	.....	40,199,246	.....
Nebraska	..	165	593,398	.....	27,213,443	.....
New Hampshire	..	207	1,068,611	.....	54,298,935	.....
New Jersey	1	119	1,999,439	.....	81,346,020	.....
Do	5	445	9,478,399	638,366	464,672,579	145,145,440
Total	..	564	11,477,838	638,366	546,018,599	145,145,440
New Mexico	..	23	55,564	.....	2,410,083	.....
New York	1	1,069	3,455,604	149,060	155,796,945	40,915,620
Do	2	300	2,968,083	40,699	135,638,783	8,119,190
Do	3	1,022	12,059,982	35,740	557,504,636	7,401,791
Do	14	712	3,129,046	.....	142,975,216	.....
Do	21	479	3,683,358	.....	176,078,197	.....
Do	28	544	1,205,173	11	58,397,830	2,100
Total	..	4,126	26,501,246	225,510	1,226,391,607	56,438,701
North Carolina	4	6	18,753	.....	851,200	.....
Do	5	14	347,072	.....	17,884,429	.....
Total	..	20	365,825	.....	18,735,629	.....
N. and S. Dakota	..	89	234,538	.....	11,392,901	.....

(Continued on Page 19)

(Continued from Page 18)

State.	District.	Number of factories.	Pounds of tobacco used in making cigars. Weighing more than 3 pounds per 1,000.	Weighing not more than 3 pounds per 1,000.	Cigars manufactured. Weighing more than 3 pounds per 1,000.	Weighing not more than 3 pounds per 1,000.
Ohio	1	433	4,157,721	.....	192,722,612	.....
Do	10	232	3,180,418	.....	155,586,918	.....
Do	11	189	2,398,313	.....	134,991,876	.....
Do	18	557	4,739,381	.....	227,841,037	.....
Total	..	1,411	14,475,833	.....	711,142,443	.....
Oklahoma	..	44	92,913	.....	4,359,056	.....
Oregon	..	92	186,059	.....	8,391,611	.....
Pennsylvania	1	1,136	18,133,294	1,079,327	810,475,456	235,833,680
Do	9	1,993	19,555,905	1,483	904,611,037	552,900
Do	23	482	6,687,092	334	387,994,191	99,470
Total	..	3,611	44,376,291	1,081,144	2,103,080,684	236,486,050
South Carolina	..	11	619,864	64	29,761,867	11,800
Tennessee	..	46	265,185	.....	10,883,837	.....
Texas	3	91	343,908	5	14,766,687	1,150
Virginia	2	54	5,315,893	85,474	312,713,768	18,324,570
Do	6	37	188,349	109,183	9,602,910	24,376,500
Total	..	91	5,504,242	194,657	322,316,678	42,701,070
Washington	..	151	291,684	.....	13,058,848	.....
West Virginia	..	124	2,590,371	.....	154,233,146	.....
Wisconsin	1	619	1,848,211	.....	88,097,112	.....
Do	2	269	802,897	.....	38,293,526	.....
Total	..	888	2,651,108	.....	126,390,638	.....
Total, calendar year 1913	..	19,841	158,755,358	4,230,400	7,571,507,834	959,409,161
Total, calendar year 1912	..	20,555	145,781,078	3,909,572	7,044,257,235	1,055,191,495
Increase	..	.....	12,974,280	320,828	527,250,599	.....
Decrease	..	714	.....	.....	.....	95,782,334

	Pounds.
Average quantity of leaf tobacco used per 1,000 large cigars	20.96
Average quantity of leaf tobacco used per 1,000 small cigars	4.40

CIGARETTES

Consolidated statement by districts, showing the number of cigarette factories operated, the quantity of tobacco used, and the number of cigarettes made during the calendar year ended December 31, 1913:

State	District	Number of factories	Pounds of tobacco used in making cigarettes. Weighing more than 3 pounds per 1,000	Weighing not more than 3 pounds per 1,000	Cigarettes manufactured. Weighing more than 3 pounds per 1,000	Weighing not more than 3 pounds per 1000
California	1	8	30	781,183	3,690	246,860,260
Do.	6	5	62	869	9,370	227,321
Colorado		2		65		16,630
Connecticut		10	125	5,114	6,700	1,068,650
Florida		13		51,116		10,318,920
Georgia		2	13	235	570	38,410
Illinois	1	49	699	10,252	93,495	2,595,930
Do.	5	1		31		9,000
Louisiana		3		2,280,161		689,454,090
Maryland		3		229		91,000
Massachusetts	3	31	3,013	98,557	156,780	31,278,240
Michigan	1	2		229		68,000
Missouri	1	3		44,265		10,007,220
Do.	6	1		80		20,140
New Hampshire		1		248		36,000
New Jersey	1	2		175		57,000
Do.	5	16	9,070	7,767,679	907,210	1,977,421,530
New York	1	39		10,661,793		2,683,856,360
Do.	2	62	21,379	9,051,413	3,403,040	2,569,515,830
Do.	3	113	101,909	7,425,962	10,158,560	2,585,351,332
Do.	14	10	961	3,610	113,900	789,150
Do.	28	2	266	10,234	53,360	3,587,000
North Carolina	4	3		7,652,844		1,964,064,760
Do.	5	1		168,415		40,856,240
Ohio	18	1		5		4,000
Pennsylvania	1	47	1,007	413,285	199,101	108,803,436
Do.	23	2		318		66,120
Texas	3	8		1,360		763,422
Virginia	2	5		9,975,285		2,624,719,670
Do.	6	2		15,322		3,747,000
Total		447	138,534	56,420,334	15,105,776	15,555,692,661
Calendar year 1912		469	150,910	46,966,201	16,600,384	13,167,093,515
Increase				9,454,133		2,388,599,146
Decrease		22	12,376		1,494,608	

	Pounds
Average quantity of leaf tobacco used per 1,000 large cigarettes	9.17
Average quantity of leaf tobacco used per 1,000 small cigarettes	3.62

Cigar Manufacturers.

Total number cigar manufacturers registered	20,288
Number manufacturing—	
Large cigars exclusively	19,786
Small cigars exclusively	7
Small cigarettes exclusively	295
Large and small cigars	48
Large cigars and small cigarettes	35
Large and small cigars and small cigarettes	3
Small cigars and small cigarettes	7
Small cigars, small cigarettes, and large cigarettes	2
Small cigarettes and large cigarettes	105
Total	20,288

Operations of Manufacturers of Tobacco and Cigars During the Calendar Year 1913.

Registered manufacturers of tobacco	2,834
Registered as manufacturers for the purpose of buying and selling refuse, scraps, cuttings, and clippings	290
Registered as manufacturers for the purpose of disposing of old stock of manufactured tobacco	21
Produced perique tobacco	62
Manufacturing plug tobacco exclusively	18
Manufacturing twist tobacco exclusively	21
Manufacturing fine-cut tobacco exclusively	1
Manufacturing smoking tobacco exclusively	2,245
Manufacturing snuff exclusively	38
Manufacturing two or more kinds	138
Total	2,834

Quantity of Tobacco and Snuff Manufactured.

	Pounds.
Plug tobacco produced	164,338,510
Twist tobacco produced	14,893,789
Fine-cut chewing tobacco produced	10,934,526
Smoking tobacco produced	220,809,688
Total tobacco produced	410,976,513
Snuff produced	32,898,056
Total	443,874,569

INTERESTING COMPARISONS OF THE YEARS 1912-1913

Following are some interesting figures regarding the cigar and tobacco industry, taken from the report and compared with the same figures for 1912:

The four States producing the greatest number of cigars weighing more than three pounds per thousand and the production of each during the calendar year 1913 are as follows:

	1913	1912
Pennsylvania	2,103,080,684	1,962,460,574
New York	1,226,391,607	1,150,684,740
Ohio	711,142,443	655,376,164
New Jersey	546,018,599	499,343,142

The two districts showing the largest production of cigars are:

	1913	1912
Ninth Pennsylvania	904,611,037	848,493,441
First Pennsylvania	810,475,456	748,555,111

The States showing the greatest production of little cigars (weighing not more than three pounds per thousand) are:

	1913	1912
Maryland	478,545,850	521,646,210
Pennsylvania	236,486,050	244,610,690
New Jersey	145,145,440	*

The greatest production by districts is as follows:

	1913	1912
Maryland	478,545,850	521,646,210
First Pennsylvania	235,833,680	243,734,840
Fifth New Jersey	145,145,440	76,427,940
First New York	40,915,620	§

The States of New York, Virginia, North Carolina, New Jersey, Louisiana, California, and Pennsylvania, in the order named, show the greatest production of cigarettes weighing not more than three pounds per thousand:

	1913	1912
New York	7,843,099,672	7,085,728,676
Virginia	2,628,466,670	2,586,596,180
North Carolina	2,004,921,000	1,547,268,500
New Jersey	1,977,478,530	.....
Louisiana	689,454,090	677,391,115
California	247,087,581	161,224,510
Pennsylvania	108,869,556	109,479,475

The three districts showing the greatest production of little cigarettes are:

	1913	1912
First New York	2,683,856,360	2,491,654,128
Second Virginia	2,624,719,670	2,578,487,780
Third New York	2,585,351,332	2,332,179,923

New York produced the greatest number of large cigarettes in the Third and Second Districts as follows:

	1913	1912
Third New York	10,158,560	10,599,130
Second New York	3,403,040	3,588,760

*Virginia was third in 1912, with 132,660,630.

§Sixth District of Virginia was third in 1912, with 128,312,980. Fifth New Jersey was fourth.

(Concluded on Page 20)

GOVERNMENT TO HELP GROWERS

Experimenters to Co-operate With State College—Slight Increase in Federal Tobacco Appropriation

ACCORDING to a news report, funds are assured to enable the United States Department of Agriculture to continue for another year its active co-operation with the Pennsylvania State College authorities in conducting tobacco growing experiments and demonstrations in Lancaster County and other cigar tobacco communities in Pennsylvania.

The appropriation for Federal tobacco experiments was reduced $6600 last year, but this year the amount to be appropriated by Congress will be increased from $25,000 to $27,000, thus enabling the Washington authorities to spend an amount equal to that appropriated by the Pennsylvania Legislature, which was $3000 per annum.

Representative W. W. Griest, who originally secured the co-operative work begun in 1909, has looked after the appropriation annually and last year protested against the action of the Federal department when the tobacco appropriation was decreased, while great increases were made in the appropriations for cotton and other farm staples. Mr. Griest has been assured that farmers, tobacco packers and manufacturers are co-operating in the scientific research made by the experts of the Federal and State Governments and it is expected that the experiments will in a few years result in the solution of some of the most difficult problems which confront the cigar tobacco industry. While the work now being done costs but little compared with the great financial value of the tobacco crop, it is thought large financial benefits will ultimately result, especially to the growers.

"Pilgrims" Visit Waitt & Bond Cigar Factory

There were about a hundred members of the Pilgrim Publicity Association of Boston in the party on the "sixth little journey," which took them on a most interesting tour of the Blackstone Cigar Factory of Waitt & Bond, Inc., in that city recently. The party was received by President William E. Waterman, Vice President Charles B. Waterman and Marcus Conlan, advertising manager of the company. The girls employed in the factory were enjoying a dancing party, which is provided each Monday by the company, and some of the Pilgrims took part. This was the first time that men have participated in these Monday parties, as the men employed in the factory are not admitted.

The Pilgrims were divided into groups of fifteen. Headed by officials of the factory, these parties were conducted through the establishment. They saw the bunches of leaves as they are shipped to the factory and witnessed the process of manufacturing from that time till the leaves came from the hands of expert makers in attractive cigars. One of the officials said that this is the largest union cigar factory in the world. It has an output of sixty million cigars a year. The party was impressed by the excellent conditions provided the workmen.

After the tour of the factory luncheon was served in one of the rooms on the second floor. Major P. F. O'Keefe, of the Pilgrims, presided and Harry S. Rothschild, of New York, told the party of conditions in the tobacco industry. A cabaret was also provided.

Emil Judell, of the well known jobbing house of H. L. Judell & Company, of San Francisco, was recently registered at the Knickerbocker. He visited Tampa prior to his stop in this city.

CIGAR PRODUCTION FOR 1913 SHOWS BIG INCREASE OVER 1912

(Continued from Page 19)

The States of North Carolina, Missouri, Ohio, Kentucky, New Jersey, and Michigan, in the order named, were the States reporting the largest manufacture of both chewing and smoking tobacco, the quantity manufactured being as follows:

	1913	1912
North Carolina	104,329,283	96,546,019
Missouri	76,130,566	73,216,666
Ohio	42,545,140	41,895,848
Kentucky	36,364,056	35,646,610
New Jersey	33,270,930	35,114,631
Michigan	27,744,025	25,578,282

The districts producing the largest quantity were:

	1913	1912
First Missouri	76,019,849	73,086,059
Fifth North Carolina	73,995,993	61,835,494
Fifth New Jersey	33,252,872	35,098,429
First Ohio	31,512,083	32,729,121
Fifth Kentucky	31,431,744	.....
Fourth North Carolina	30,333,290	34,710,525

Hillier & Thomas File Bankruptcy Petition

Hillier & Thomas, the well known cigar manufacturers of this city, located at 112 Pine Street, have recently filed a petition in bankruptcy showing liabilities of $43,532.92, with assets approximating about $9000.

The liabilities include $40,197.92 in unsecured claims; notes, etc., $125; secured by law, $210; secured accounts, $3000.

The assets are: Money due on open accounts, $7702.84; bills receivable, $125; stock in trade, $516.90; bank balance, $3.20; machinery and tools, $1165.12; other property, $4.65.

Part Pay For Black Patch Tobacco

Paducah, Ky.

The tobacco markets of the western district of Kentucky and Tennessee have been open for trading for about a week, at Paducah, Owensboro, Henderson and Mayfield in Kentucky, and at Clarksville and Union City in Tennessee, and other smaller receiving centers in both States. The houses at Hopkinsville and several other points opened Wednesday. Trading during the past week has been of a nature never before seen in the "black patch." Buyers, in most instances unprepared with a market for their purchases, have simply accepted the tobacco, put it in storage and given part payment, with the understanding that when it was sold the balance will be paid. There are a few exceptions to this rule in the case of buyers who are purchasing direct for a government, shipments to which can probably be made in the near future.

The taking of tobacco in any form and under any conditions is an upset to earlier calculations, which were that there would be no sales this year. The result has been brought about only by the heartiest co-operation of bankers, who have agreed to advance all possible funds to buyers actively engaged in buying. This arrangement prevails in Paducah, in Owensboro and in Clarksville and has proved a great stimulus.

The English buyers have announced that they intend to make shipments within the next forty days. The chief obstacle encountered by these buyers at present is securing tobacco at a price that makes its handling yield even a slight profit, many producers being inclined to hold their product on the theory that tobacco like other commodities should bring high prices.

"MIKE WRIGHT" BACK IN SEATTLE AGAIN

Factory Opened for the City's Old-Time Favorite—Citizens Form Combination to Supply Demands of the Northwest Territory

Seattle, Wash., December 7, 1914.

BACKED by a combination that intends to make the "Mike Wright" cigar known throughout the Puget Sound country, the Mike Wright Company has established headquarters in the Trimble Building, at 1810 Westlake Avenue. Mike Wright himself is back and has Albert A. Piller associated with him in the new company. Mr. Piller has had thirty-two years' experience as a cigarmaker and in addition is a prominent figure in labor circles. The new Mike Wright Company will manufacture under union conditions and its products will carry the widely-known blue label, which guarantees that the cigar is made by union workmen.

The new factory is now turning out about 100,000 cigars a month with a force of thirty hands and the output is showing a steady increase.

Mike Wright has recovered his health and is again in harness to bring the famous "Mike Wright" cigar back to its old popularity. President Wright has invited the public to inspect his plant that they may see for themselves the kind of tobacco used and the conditions under which the "Mike Wright" cigar is made.

The "Mike Wright" cigar is a clear Havana, of exceptionally high grade, made of very fine tobacco. For a "bit" cigar, it holds as high a place as anything made in America. The "Mike Wright" staple is known as the hundred-dollar size, for it is sold to the trade at one hundred dollars a thousand. The company is now getting in its samples of the 1914 crop, which have been submitted subject to approval.

Seattle offers perhaps the best market of any city of its size in the world for clear Havana cigars. The new factory will not only supply the Puget Sound country, but it will reach out for trade into Eastern Washington, Idaho, Montana, Oregon and Northern California.

NORTHWEST.

"La Integridad" Has Call In Portland, Ore.

A big demand in local territory is being experienced by the Campbell-Frank Cigar Company, Portland, Ore., on the holiday packings of "La Integridad" cigars. This company states that the "Tirador," a new Broadleaf cigar retailing at 10 cents straight, and which they plan to distribute throughout the Northwest, is proving a popular attraction, the first shipment having been sold. They also report heavy selling on "Rosadoras" and "Havana Tastes" packed twenty-five and twelve in a box.

Detroit Show Case Company Has Good Year

Report has been received from the Detroit Show Case Company that they are about to close what they feel has been a very prosperous year, despite the fact that there is so much talk prevalent relative to mighty hard times. The report is to the effect that while business for 1914 does not equal that of 1913, which was a decidedly good year, still it is not far behind. It is announced that this company is preparing to offer to the trade, a show case to be used by cigar dealers for the display of candies, etc.

Cincinnati Man Makes New Connection

John Ebrenz, Jr., who for the past several years has been identified with the Cincinnati Tobacco Warehouse Company, has accepted a responsible position with E. R. Toe Water, the Cincinnati buyer for Liggett & Myers.

STORES PREPARED FOR HOLIDAY DEMANDS

Domestic and Clear Havana Lines Compete for Trade—Pipe Displays Mingle With Holiday Packings

THE retail cigar dealers located in the central shopping district along Market and Chestnut Streets received the first installment of their holiday trade on Saturday of last week.

Weather conditions of the earlier part of the week doubtless had some effect on the week-end business, as many of the stores report a steady buying demand during afternoon and early evening.

Terry & Duncan, at Tenth and Chestnut Streets, as usual are displaying every kind of pipe, from the imitation briar at two bits up to and including the Calabash and gold-banded meerschaum with case. One portion of the store has been devoted exclusively to these goods and the customer has little difficulty in securing just the article desired.

The Acker stores, at Twelfth and Chestnut, and Twelfth and Market, have very attractive displays of cigars and cigarettes, which range from the small package of ten to the packages of fifty and one hundred. Aside from their own private packings, a choice selection of domestic, Tampa and Havana made goods can be noticed.

The stores of the M. J. Dalton Company, specially noted for their clear Havana lines, are showing many of the usual holiday packings in their stores, at 111 South Thirteenth and at Fifth and Chestnut Streets, and the many clubs which this firm supplies swell their sales to a very gratifying sum.

The Manhattan Cigar Company, 111 South Broad Street, have an attractive window display, wherein can be seen most of the widely known clear Havana goods, as well as products of some of the local manufacturers.

The Mitchell-Fletcher Company stores, at Chestnut and Twelfth Streets, have specialized on some of their private label packages, but the clear Havana lines are not overlooked.

Yahn & McDonnell throughout their stores are featuring Tampa made cigars and their own private brands. Cigar and cigarette cases, pipes and a full line of smokers' articles are also placed advantageously for the customers' inspection.

Waterloo, Iowa, Firm Warns Against Poor Cigars

A jobbing cigar and tobacco house in Waterloo, Ia., has come to the front with a warning to its customers against purchasing from the transient salesman who offers cigars for cash.

It appears that many dealers in that section have recently been visited by salesmen who claim to be selling clear Havana cigars. It is said that they will indicate two or three in a bundle which turn out to be excellent, but the rest are said to be quite inferior. It is also claimed that these salesmen represent that the cigars which they are selling can be exchanged through the local house for a staple brand in case they fail to sell.

The warning advises the dealers to examine the boxes for the importation stamp when they are tempted to buy. As all such sales are for cash the dealer has no recourse in case the cigars prove to be of inferior quality.

The Harry C. Jacobs Company, Dayton, O., distributor for the popular "Rose-O-Cuba," manufactured by the Fleck Cigar Company, of Reading, Pa., states that this brand is well liked by the local trade, and that he is much pleased by the fact that the sales on the "Rose-O-Cuba" are showing an increase.

San Francisco

Retail Cigar Dealers Elect Officers—Cigar Trade Anxious for Opening of Exposition—Exodus of Cigar Men to Southern Part of State

San Francisco, December 5.

DECEMBER has started out rainy in California; but, while this makes getting about a little disagreeable, especially for traveling men, it adds a lot to the prospects for a good winter and spring sale of cigars in San Francisco and throughout the State. The holding off of the usual fall rains until so late a date had begun to cause some uneasiness for fear that a dry year would be added to the war scare and financial depression. The rains have, however, been general; and there has been a general revival in winter activity throughout the farming sections as a result. Cigar men who have been out on their travels since the beginning of the rains, note a better feeling and larger orders in many places.

There seems to be quite an exodus of San Francisco cigar men for Southern California this week, due party to the weather and partly to the presence in the South of the usual crowd of winter tourists. H. H. Manley, head of the San Francisco office of the American Cigar Company, is now in Los Angeles on one of his regular trips to that city; G. R. Webb, Pacific Coast representative of the San Martin & Leon Company, is also in Los Angeles, and will visit other Southern towns before coming North again; and Arthur Meyer, factory representative of Bustillo Brothers & Diaz, is just leaving for a visit to his connections in that territory. T. Cohn, representing the Flor de Mendel, has already completed his trip through the South and is now somewhere in the Rocky Mountain section of the country.

San Francisco cigar men have been shaking hands this week with M. J. Sideman, who for many years was one of the leading wholesale cigar men of San Francisco. Mr. Sideman was formerly senior partner of the firm of Sideman, Lachman & Company, who were in the wholesale business here during twenty years preceding 1903. Mr. Sideman's last visit to San Francisco was in 1906, when he happened to be present at the earthquake and fire of April, 1906. He has now returned to stay, and now has plans under way to engage in business here.

Emil Judell has completed his final trip over his territory in Southern Oregon; and, with Coast affairs in good shape, has left for the East for a visit to the H. L. Judell & Company connections on the Atlantic Seaboard. Mr. Judell found his Oregon friends in pretty good spirits notwithstanding the fact that the State had gone dry.

George Weider, a retail cigar man of Woodland, Cal., has been visiting the local trade during the last few days. He reports that prospects in his vicinity have been vastly improved by the rains, as well as by the easing up in money matters.

At a meeting of the San Francisco Retail Cigar Dealers' Association, called for the purpose of electing officers to fill the positions left vacant by the resignations of those who chose to put in "Scrip" premium offers at their stands, the following were elected: R. E. Donahue, president; Fred Prince, first vice-president; J. C. Connor, second vice-president. Bert Marx and Joseph Thorpe were added to the Executive Committee, and J. Ward to the Board of Trustees.

R. H. Sawyer has bought out the business of Max Schlueter.

The well-known Crystal Palace Cigar Store, at 19 Kearny Street, has passed into the hands of Tobe Rinaldo, a former resident of San Francisco, but more recently in the retail business at Santa Cruz, Cal. Mr. Rinaldo knows the trade from A to Z; and, as the Crystal Palace has one of the prize locations of the city, success seems as certain as such things can be.

With the opening of the Panama-Pacific Exposition only two months off, the cigar trade is turning its attention to the Exposition and the effect of its opening on the local trade. In the Exposition itself, the buildings of M. A. Gunst & Company and of H. L. Judell & Company are nearing completion and are promised to be in full readiness by the time the grounds are thrown open to the public. In both cases rooms will be provided in which the trade visitors from the East and from foreign countries will be able to make themselves at home, write letters, rest and read the trade papers. There will also be a liberal featuring of the special lines distributed by the two houses. So far as now known, no other San Francisco wholesalers are counting on securing cigar concessions on the fair grounds.

Advices from San Diego show that the Panama-California Exposition at that city is practically complete already, and all reports concerning it are of the most favorable sort. The tourist influx at Los Angeles, San Diego and other Southern California points is now beginning, and should be at its height by January 1st, when the San Diego show is opened. As the San Francisco Exposition is not to be opened until February 20th, it is expected that the first two months of the San Diego Exposition will be among the busiest it will have. Cigar men report that the Southern cities are improving rapidly from a business point of view.

James A. Thomas, of Shanghai, China, managing director in China for the British-American Tobacco Company, has arrived in San Francisco for a short stay before leaving for his Oriental post. Mr. Thomas believes that the opportunity is at hand for a splendid increase in the trade between America and the Oriental lands.

Proprietors of retail cigar stores at the foot of Market Street are deeply interested in the proposition to run a bridge over The Embarcadero to the foot of Market Street. The stands at the foot of Market Street are among the most costly in the city from a rental point of view, and there is naturally some uneasiness as to a possible shifting of the immense pedestrian travel which supplies the bulk of the trade. If the proposed bridge carries the ferry arrivals any distance up Market to a point past the corner cigar stores, there will doubtless be a big drop in values. The importance of this can be realized by remembering that one of these microscopic stores (less than eight feet square) recently rented for something more than $450 per month.

"Gene" J. Stolz, Western representative of the Cortez Cigar Company, and J. McGinn, a well-known city and traveling salesman for cigar lines, have united their fortunes and have organized the McGinn-Stolz Company, to act as Pacific Coast representatives for Eastern lines. As a start, the lines to be carried are: "Cortez," the "El Tello," "Bella Mundo," "Habeneros" and "Ruy Suarez." The office of the new company will be in the Marvin Building, San Francisco.

ALLEN.

John E. Tuckett & Son Suspend

The well-known tobacco manufacturing firm of John E. Tuckett & Son, Chicago Street and Clark Avenue, Freeport, Ill., has been forced to suspend operations owing to the business depression, according to a recent report from that city.

This well-known factory was organized in Danville, Va., in 1888 by the late John E. Tuckett.

December Crop Report on Tobacco

The report of the Bureau of Crop Estimates on the acreage, production and value of tobacco up to December 1st, shows the acreage to be 1,223,500 in 1914 as against 1,216,100 in 1913, and 1,225,800 at the same period in 1912.

The production per acre is averaged at 845.7 pounds on December 1, 1914, as against 784.3 pounds for 1913 and 785.5 at that period in 1912. The total production for the same period in 1914 is estimated at 1,034,679,000 pounds as against 953,734,000 in 1913 and 962,855,000 in 1912 at the corresponding period.

The average price per pound is 9.8 cents, which is below 1913, when the average price was 12.8 cents, and also below 1912, when the average was 10.8 cents.

The enormous production, together with existing conditions, has reduced the value of the crop to figures considerably under that of both 1912 and 1913. The valuation for the 1914 crop is placed at $101,411,000 as against $122,481,000 in 1913 and $104,063,000 in 1912.

"Say So" to Be Launched January 1st

"Say So" is the title of a new six-cent cigar of distinctive quality which will be launched January 1st, 1915, by the S. R. Moss Cigar Company, Lancaster, Pa. This new brand, which is encased in a sanitary package (five cigars to the package), will be sold five cigars for a quarter. It is stated at the factory that they have received quite a number of orders on the new product and that a sum exceeding a million cigars will be shipped the first of the year. The "Say So" is composed of clear imported Havana table shorts.

Reorders on "7-20-4" Coming in Rapidly

If R. G. Sullivan, the Manchester, N. H., manufacturer, ever had any doubt relative to the popularity of his "7-20-4" cigar, such doubt has been dispelled by the rapidity with which reorders are coming from his distributors for the 1/40th package of this brand made especially for Christmas patronage. The factory is compelled to work overtime to keep up with the demand, and reports from distributors are to the effect that the "7-20-4" Christmas Special could, with profit, be marketed ordinarily.

Tobacco Company Officer Says "Business Better"

H. M. Whitaker, of San Francisco, a vice-president of the American Tobacco Company, made St. Louis tobacco men feel better when he was there on a visit recently, by telling them business conditions all over the country are showing a marked improvement.

He said that the European markets will have to depend more or less upon American products, and the demand for American-made goods will keep the factories busy.

In his estimation the question of prosperity is simply a problem of demand and supply. The war creates the demand for American goods.

An Ocean Hold-Up

On a recent voyage from Liverpool to New York, the steamer "Ansonia," while nearing mid-ocean, about three o'clock in the morning and apparently the only liner riding the waves in that particular place at that particular time, was suddenly surprised to find her decks the focus of a brilliant stream of light. Halting, she perceived in the gloom the faint form of a British man-'o-war.

"Got any smoking tobacco?" came from the warship.

The reply was in the affirmative. Cigars and tobacco in goodly quantity were placed in a water tight receptacle and passed over the side. A boat from the warship picked them up.

Soon the voice in the darkness bellowed its thanks and the warship steamed away.

Winfrey-Parker Cigar Company Reorganized

Following bankruptcy proceedings, the affairs of the Winfrey-Parker Cigar Company, Tacoma, Wash., have been lifted from the custody of the receiver placed in control by the Federal Bankruptcy Court by a number of Tacoma business men, who have taken the concern under their patronage and reorganized the same. Under the new regime, J. E. Winfrey is retained as manager, Clarence Parker having severed his connection with the company. The former factory of the Winfrey-Parker Company will be utilized as the present quarters of the company, and the brand names given publicity through their affiliation with the old company will be carried. We quote Mr. Winfrey as follows:

"The company has been reorganized and is now owned and operated by Tacoma business men," Mr. Winfrey declared Saturday. "We expect to have a large number of cigarmakers employed and intend to make this one of the large cigar manufacturing establishments of the city. It is not generally known that the climatic conditions of the Puget Sound country are ideal for the keeping of high grade tobacco leaf and the manufacturing of high grade Havana cigars.

"The atmosphere contains just sufficient moisture to retain the flavor of the tobacco and to prevent its deterioration by dust, dryness and parasites. Tobacco stored in Puget Sound warehouses keeps better than in any other section of the country. When this fact becomes generally known, it will mean that some day the Puget Sound country will become one of the greatest cigar manufacturing sections in America."

Tobacco-Cutting Machines in New Greece

As previously reported, the manufacture of tobacco in New Greece is no longer in the hands of the French syndicate known as Regie Cointeressee des Tabacs de 'lEmpire Ottoman. Following the advent of free competition in the manufacture of tobacco, but under direct government control, some sixty concerns engaged in this business. Most of these, however, possess very small capital. Up to the present eleven tobacco-cutting machines have been placed in operation. These machines vary in capacity from 650 to 1300 pounds per working day of ten hours. Ten of these cutters are of English origin and cost from $450 to $850 each. More cutting machines are required.

The manufacture of cigarettes is done entirely by hand. There appears to be an opening for the introduction of cigarette manufacturing machinery. This consulate has an inquiry from a firm for catalogues, prices, etc., of machinery suitable for the manufacture and printing of cardboard cigarette boxes. They now have an antiquated machine of German origin and are contemplating the refitting of their plant. All kinds of machinery entering into the manufacture of tobacco may find consideration by the firms mentioned in the accompanying list (which may be obtained from the Bureau of Foreign and Domestic Commerce or its branch offices). —Daily Consular Reports.

New England Tobacco Company Incorporated

William Rubin, Morris Jacobs, Rebecca Rubin and Edith Jacobs are named as the incorporators of the New England Tobacco Company, which recently filed with the Secretary of State through its attorneys, certificate of incorporation for the purpose of doing business in New Haven, Conn. The company will manufacture and sell a cigar to retail at three for five cents, the same said to be a new feature in this territory, and as far as is known the only one outside the State of Massachusetts. The company is capitalized at $10,000, the capital stock being divided into four hundred shares, with a par value of twenty-five dollars each.

Chicago

Wm. Taussig Optimistic Over Leaf Situation—Dolan Has Stand in New Morrison Hotel—Illinois Taxpayers' Alliance to Keep Down Taxes

Chicago, December 11, 1914.

GENERAL conditions in the cigar and tobacco trade as the holiday season approaches are showing even more than the average amount of improvement which is usual at this time of the year. The box trade for the holidays has been fully up to the most optimistic expectations, according to the loop dealers.

From the first the cigar men of this city have felt that they were being subjected to an unwarranted pressure in being forced to pay additional tax on an article which is already well taxed. They thought that the automobile or some other industry which has been fattening on the national prosperity should have been included before the cigar business. As usual in such matters, though, the manufacturers have paid the tax and charged it up to profit and loss. Fortunately business has been good enough that the blow in no case has been severe enough to do any real damage, outside of injury to the feelings of the manufacturers involved.

William Taussig, of William Taussig & Company, talked in regard to the leaf tobacco situation in the West last week:

"We have had an excellent business for the past month," said Mr. Taussig, "and both orders and collections show a marked improvement as the year approaches the end. I confidently look for a good winter and spring trade. The manufacturers have been buying their stock close, and I believe that they will be ready to place large orders after the first of the new year, since it is now apparent to all that there will be no season of serious dullness this winter."

The cigar department of Reid Murdock & Company, now fully established in new quarters in the home recently erected by the big wholesale grocery concern across the Chicago River, has been rushed as usual with holiday orders this year, the demand from dealers being particularly brisk on "El Roi-Tans," "Julianas" and the several good five-cent lines handled by the department.

All of the Albert Breitung stores here have placed special window displays for the holiday trade, and some of them are among the most attractive to be found in the city. Pipes are largely featured.

Best & Russell are conducting a city-wide campaign on several of their leading brands, following the method commonly in use by the company of putting special sales ambassadors out over the city, with each one working on one brand alone, and moving from territory to territory. After the trade is worked up in one section of the city it is turned over to the regular man for that territory.

At the headquarters of A. Hussey & Company, leaf tobacco jobbers at La Salle and Lake Streets, business was reported excellent, with the extensive line of Wisconsin binders of the company in fine demand on the part of manufacturers. The company has rearranged the stock, and is making up some fine new samples for salesmen for the first of the year.

W. F. Richard, of John Staun & Company, Cincinnati, was in the city on business recently. He said that the trade of the company with the manufacturers of the South was rapidly improving owing to the fact that new channels are being found for disposing of the cotton crop, which could not be moved for a long time on account of the war.

One of the features of the past two weeks was the opening of the New Morrison Hotel, which is now one of the largest and finest places of the kind in the city. The cigar stand was one of the first departments to be in readiness when the doors were thrown open, and trade started at once. The New Morrison Hotel has been built directly east of the older and smaller building famous all over the country as the Morrison Hotel. The cigar stand privileges have been secured by John Dolan, who had the rights in the old building. Two stands will be maintained, one in the old structure, as formerly, and one in the new.

Efforts which were made last week to revive the old game of "26" were sternly suppressed by the police, who are much on the job at present owing to the serious graft charges which are being pressed against the force. Charles Mullen, William Hartley and Thomas Rainey, all dealers on the West Side of the city, were fined twenty-five dollars and cost in the municipal court on a charge of operating their game. One of the dealers said that he thought that in view of the closeness of the holiday season some latitude might be permitted to dealers to make money, particularly when it is considered that the times have been none too good.

The store of Charles La Grue, the well known West Side retailer, was entered by three armed men late one night last week. The proprietor and a clerk were forced to hold up their hands while the thieves took one hundred and fifty dollars in cash from the drawer and a number of boxes of fine cigars. They escaped in a stolen automobile.

Cigar and tobacco merchants give hearty approvals to a new organization which was formed last week at a meeting of loop business men in the Hotel La Salle. The name of the new body is the Illinois Taxpayers' Alliance, and its purpose is to protect members against excessive taxation. Offices have been taken at 220 South La Salle Street. By paying a dollar a year the member secures the benefits of the expert legal counsel employed by the organization for a year. If he believes that his taxes are too high all he has to do is to file a complaint, and the case will receive prompt attention. The new alliance fills a long felt want and the cigar men who own property subject to taxation are not hesitating in becoming members. J. L. Kesner, a former official of the Fair, one of the largest department stores here, has been elected president for the first year.

Charles Strauss, of C. H. Grote & Son, Pittsburgh, was in the city last week and called on the writer. He is finishing up a good year-end on the road, and declares that conditions in the leaf tobacco trade are getting better right along. He is of the opinion that stocks of manufacturers all over are low and that there will be a brisk buying of case lots after the first of the new year.

John Allen Underwood, the well known advertising expert, designated the trade paper as the best medium which can be used by the advertiser with a limited amount of money to spend in an address which he delivered before the Executives' Club, an exclusive business organization, at a meeting which was held here last week in the Hotel Sherman. "The retailer is the center of distribution and should therefore be the center of advertising," said Mr. Underwood. "He can best be reached by the trade paper, which eliminates all surplus readers and charges the advertisers only for the service of reaching prospective customers. Concentration is the secret of success in advertising. If a manufacturer, or a jobber, let us say, has only a small advertising appropriation, he should not try to cover too much territory. It is better to spend the amount well in only one direction than to spend it niggardly and poorly to cover a wide area. The latter practice will bring no results, while the former is a certain investment."

GUY W. WHITCOMB.

Martin Cigar Company Open Ninth Store

The Martin Cigar Company, Davenport, Ia., recently opened its ninth retail store, in the Masonic Temple, Third and Main Streets, that city. Picture of the same is shown herewith. Established nine years ago in a small place on West Second Street, the business of the Martin Cigar Company has flourished to such an extent that it now requires nine stores to handle the same.

The latest acquisition, the fitting up of which was personally superintended by George Martin, head of the firm, is stated to be one of the finest cigar stands in its section of the country. All the fixtures are of Circassian walnut and plate glass, the walls being painted to represent a woodland scene. The lighting system is practical and up-to-date and consists of a number of new nitrogen incandescent globes, each of which supplies several hundred candle-power, diffusing a soft white glow, which makes for an attractively lighted store.

Plate glass art signs on either side of the corner of the building, decorate the exterior, while the well-known Martin electrical sign appears above the door on the Third Street side. There were a number of visitors on the opening day, those of the gentler sex receiving a choice box of candy, while the gentlemen were favored with cigars and other souvenirs.

"Mecca" Cigarettes Set Advertising Record

The first big gun in this epoch-making "Mecca" campaign is the double page advertisement in the December 12th issue of "The Saturday Evening Post." This is the first cigarette advertisement to appear in "The Saturday Evening Post" for a number of years and marks a new era in the enormous, steadily growing popularity of "Mecca" cigarettes—the largest selling brand of cigarettes in America today.

Following the opening "Mecca" double page, full page "Mecca" advertisements and other large "Mecca" copy will appear in frequent issues of "The Saturday Evening Post," continuing the "Mecca" campaign right through 1915. Many of these advertisements will be in color—all will be striking in appearance and forceful in text.

This is the biggest, most comprehensive campaign ever done on cigarettes in any single medium and is bound to establish a new record for results. The circulation of "The Saturday Evening Post" is now over 2,000,000 weekly, which means that from six to ten million people will read every one of these "Mecca" advertisements. As the "Post's" circulation is national, dealers in every section of the country will be benefited by this "Mecca" campaign. Wide-awake dealers everywhere are already preparing to take care of a greatly increased demand for "Mecca" cigarettes.

This 1915 "Mecca" campaign is a fitting follow-up of the wonderful 1914 campaign in colors in the Sunday Magazine Sections and other mediums, that kept "Mecca" cigarettes well in front through the past year.

"Mecca" is distinctly a quality cigarette, regardless of the moderate price. "Mecca" quality appeals to millions of smokers. That the stupendous "Mecca" success has been built entirely on Quality, is a recognized trade maxim, just as "Perfect Satisfaction" is a slogan that American smokers have permanently associated with "Mecca" cigarettes.

That is why "Mecca" quality plus far-reaching, persistent, effective advertising should bring results never before approached in magnitude by any other cigarette.

Joseph B. Moos Figures in Big Real Estate Deal

One of the largest real estate deals which has been closed in the cigar and tobacco trade for some time took place last week, when Joseph B. Moos, of the J. & B. Moos Company, Chicago, Ill., purchased the leases and buildings at 139 and 145 South Fifth Avenue, just north of Adams Street. The property fronts forty-eight feet, with a depth of ninety feet, improved with two five-story buildings under leases to various tenants. Each of the leases has about ten years to run, the ground rent being $4950 per year. Mr. Moos, who also owns the Textile Building at the northwest corner of Fifth Avenue and Adams Street, near the site of his recent purchase, is said to have paid about $100,000 for the leaseholds and buildings. The success of Mr. Moos in closing the deal is regarded with mingled admiration and envy by the other members of the trade here. The location of the buildings, which will be used, it is understood, for the purpose of the company, is considered one of the best for the cigar business in the entire city. While Fifth Avenue is spoiled, in a way, by the fact that the elevated structure of the Union Loop, with its incessant noise and dirt, passes above that thoroughfare, none the less there are probably more fine cigar stores on Fifth Avenue in proportion than on any other street in the city. G. W. W.

Ben Straus to Sell "Optimos"

Announcement is made to the trade that Ben Straus, well-known through his connection with Perfecto Garcia & Bros., Tampa, Fla., has severed himself from that company and has allied himself with the well-known manufacturers of the famous "Optimo" cigar, namely: Santaella Y. Ca. Mr. Straus, who, it is stated, has secured an interest in the latter company, will on January 1st next, assume full control of the selling end of the business. He has an extensive acquaintance in the trade being known from the Atlantic to the Pacific, and is said to be a first-class salesman in every respect. His friends, we are certain, will wish him every success.

Los Angeles

Business Shows Increase as the Year's End Approaches—Wentworth Planning Campaign on "Lovera" Cigars —W. A. Yocum Joins "Royal Banner" Forces

Los Angeles, Cal., December 6.

ONCE again the cigar man is confronted with the proposition of handling the Christmas business. Schemes, odd devices and other methods are used by the retailer in an effort to attract customers. It appears at present that the jobbers are exerting unusual force through the medium of local newspapers, which speaks well for the cigar trade in general. Business is most assuredly increasing as the Yuletide season approaches and everything points to the most profitable year-end business the wholesale and retail cigar man has experienced here.

The M. A. Gunst Company's numerous stores are displaying "General Arthur" and "Van Dyke" cigars very effectively in all their windows.

Haas-Baruch & Company report business on "Banderos" five-cent cigar on the increase. W. R. Veith is working hard on "Lovera," distributed by Haas-Baruch & Company. Ike Wentworth, representing the Jose Lovera Company in this section, is mapping out the campaign on "Lovera" cigars for the coming year. Without a doubt it will be a rousing one with Ike at the helm.

M. A. Newmark & Company inform me that business on "Don Remo" is more than satisfactory. They are working window displays with telling effect.

"Reynaldo" Duets and Economics, the new sizes put up by Luckett-Luchs-Lipscomb, of Philadelphia, and which are causing no end of discussion in the Eastern cities, are sure to cause as much noise out here. Mussatti-Boggio Cigar Company received just recently several thousand of these new sizes, and they disappeared as if by magic. The consumer certainly took advantage of the fact that he was getting two ten-cent cigars for fifteen cents and two fifteen-cent cigars for twenty cents.

Anthony Schwamm, representing the Federal Cigar Company, has just returned from San Diego, where he worked in the interests of the "Rosa de Valle" cigar, distributed by the Max Roth Cigar Company, of this city.

Angelo Mussatti, of the Mussatti-Boggio Cigar Company of this city, left on the Kite-Shaped trip in the interests of "Reynaldo" cigars.

W. A. Yocum, formerly with Bayuk Brothers, is a new arrival to this city, having brought with him a new line of cigars and a new line of talk that goes with the cigars. The "Royal Banner" cigar is the new brand, and is manufactured by the Banner Cigar Company, of Detroit, Mich. The line is distributed by the Mathews Candy Company, of this city, at the present time.

Woodward-Jones-Johnson, of this city, have received their shipment of fifty thousand "Copyright" cigars, manufactured by Luckett-Luchs-Lipscomb, of Philadelphia, Pa., and the same went out on back orders. This brand is getting some good licks at the hands of the sales force of this house.

George Yocum, of Yocum Brothers, Reading, Pa., manufacturers of the famous "Y-B" cigars, is in Los Angeles and expects to be with us until next April. He has purchased a new ladder and overalls and we shall presently see George tacking "Y-B" signs on all telephone poles and old barns.

Morris Burke has sold this week for the Henry Weinz Cigar Company, of Pittsburgh, Pa., one million stogies for next year's delivery. The entire lot of goods are to Los Angeles jobbers.

The Klingenstein Company, distributors of the "Y-B" cigars in Southern California and Arizona, are enjoying a most successful business on this brand.

"New Bachelor," distributed by the Max Roth Cigar Company, of this city, is moving nicely. Charles Bennett, one of the city salesmen for this house, recently broke the previous record of this house by selling 40,000 "New Bachelor" cigars in a single day. His sales were made in his city territory.

J. B. Bonhaus, traveling salesman for Klauber-Wangenheim Company, has added the Kite Shaped Track to his already enormous territory. Mr. Bonhaus has been working very hard on "Chancellors," "Optimo" and "Pippins," and shows some very good results.

Figures just made public from Sacramento, the State Capitol, show that the "wet" vote in California in the November election was 524,803 and the "dry" vote 350,802. This makes a net "wet" majority of 174,107. Los Angeles County voted "dry" 103,645 and "wet" 111,249. San Francisco County voted "dry" 21,678 and "wet" 105,271. Fresno, the nucleus of the wine industry of this State, voted "dry" 12,056 and "wet" 13,941.

The Morgan Cigar Company report increased business on all their brands. They are distributors of "Cuesta-Rey," "Generalidid," "Waldorf," "La Sabo" and "Cuesta-Rey Seconds." They are working hard on all these brands.

J. A. Neides, with J. J. Gans Brothers, has just returned from the San Joaquin Valley territory and is leaving for Nevada in the interests of "Lawrence Barrett" and "Tom Keene."

1915.

Tobacco Dividends

The George W. Helme Company has declared the regular quarterly dividends of one and three-fourths per cent. on the preferred and two and one-half per cent. and an extra dividend of two per cent. on the common stocks, payable January 2nd to stock of record December 20th.

The Weyman-Bruton Company has declared its regular quarterly dividends of one and three-fourths per cent. on the preferred and three per cent. on the common stocks and an extra common dividend of ten per cent. in scrip, all payable January 2nd. The scrip will be put out on that date. The dividends will be paid to stock of record December 12th.

The American Tobacco Company has declared its regular quarterly dividend of one and one-half per cent. on the preferred stock, payable January 2nd to stock of record December 12th.

The American Tobacco Company has declared its regular quarterly dividends of one and one-half per cent. on its preferred stock, payable January 2nd to stock of record December 15th.

The P. Lorillard Company has declared its regular quarterly dividends of one and three-fourths per cent. on the preferred and two and one-half per cent. on the common stock, payable January 1st to stock of record December 15th.

The American Snuff Company has declared the regular quarterly dividend of one and one-half per cent. on the preferred and a quarterly dividend of three per cent. on the common stocks, payable January 2nd to stock of record December 12th.

Announcement is made to the trade that Max. Hirschburg, who is now connected with S. Rossin & Sons, will sever his connection with said firm on January 1st, 1915, and identify himself with G. Falk & Bro. whom he will represent in Ohio, Indiana and Michigan.

Handsome Fixture for Tin Cigar Packings

WITH the transformation of the tin can to a highly useful as well as decorative container for cigars, the entire trade will no doubt take deep interest in the announcement that the inventive genius of P. A. Becker has resulted in his giving to the trade a practical display and humidor device for the tin can packing.

This newest work of art by the Becker Company is entirely original, as well as being modern and distinctive. The new humidor for display case for tin cans is made to hold either one or two or more cans. In this fixture, Mr. Becker has allowed space at the bottom for the tin lid, which in accordance with the law must remain in contact with the container until all the cigars are sold. The can itself is held firmly in place by two harmoniously decorated bands which hold the container both at the top and bottom. The crystal glass lid exhibits the cigar, while the tin placard at the hinge attracts further attention.

Since the introduction of this new and novel creation for the display of cigars in tin packings, it is understood that the sales by such methods of display have broken all records. The inventor, P. A. Becker, of 132 Cumberland Street, Brooklyn, N. Y., states that dealers have tried the same brand side by side, one in the new humidor device and the other without any additional sales-help, and that while cans placed in the new device were sold many, many times, the plain can remained absolutely untouched. This, Mr. Becker points out, proves that cigars effectively displayed are half sold.

The illustration herewith does not do justice to the article. While the photograph shows many of its features, the beautiful blending of harmonious colors and the artistic effects of the same, are partly lost. The individuality and originality of this latest invention of Mr. Becker is so inviting that, as a smoker recently remarked, "it makes you buy a cigar when you have no desire to smoke." These new humidor cigar display cases are now made by the Becker Company in the most magnificent designs, and are square, oval, round, etc., in shape. One of the most practical advantages of this new invention is the convenience of serving the cigars by the automatic crystal lid, which is a sanitary feature as well.

The construction of this tin can display case is both strong and neat. It is one of the characteristics of the Becker Company to avoid the use of clumsy and cheap constructions, which, in the end, prove detrimental to cigar sales. Like all the recent devices of this firm, in the matter of cases, lids, fixtures, etc., this newest article has the same air of dignity, neatness and simplicity as has characterized the Becker Company's previous efforts.

This new humidor cigar can display case is unquestionably one of the most novel, as well as one of the most useful inventions offered to the cigar trade in recent years. The sale of cigars in tin cans has grown rapidly during the past year, particularly in the West, and there is no question but what this new Becker invention will create a market in the East for those brands whose owners are far-seeing enough to use such an effective sales-help.

"The Denby Girl"

This office is in receipt of a copy of "The Denby Girl," the work of the well-known artist, P. Stanlaws. This beautiful picture assumes the form of a large poster framed in white enamel. The winsome maiden depicted, will, we are sure, win many friends for the famous "Charles Denby" cigar which is manufactured by H. Fendrich, Evansville, Ind., who is favoring the trade with copies of the attractive poster.

Big Leaf Shipment to Wayne Cigar Company

What is said to have been the biggest shipment of leaf tobacco ever made at one time to any Middle Western manufacturer, was that forwarded a few weeks ago to the Wayne Cigar Company, Detroit, Mich., by Julius Marqusee, the well-known New York leaf packer. The shipment which consisted of 1400 cases of Ohio filler required for transportation purposes, ten cars apportioned 140 cases to the car. Mr. Marqusee has received from the same company an order for 1500 cases of binders.

Johnstown Cigar Company Has New Quarters

The Johnstown Cigar Company, of Johnstown, Pa., has removed from its original location on Pearl Street to new quarters in the Brady Building. The entire interior of the Brady Building was remodeled to meet the requirements of the cigar company.

Manager Cupfer, of the company, is also in charge of the branch which has been established in Youngstown, O., and he spends much of his time there.

Trade Jottings

A newcomer in the trade is G. E. Stevenson, who has opened a retail cigar store at Genesee and Montgomery Streets, Syracuse, N. Y. Mr. Stevenson carries a fine line of Seed and Havana goods.

The cigar factory of Boltz, Clymer & Company, at Perkasie, Pa., the manufacturers of the ever-popular "El Merito," was entered recently by thieves who were successful in securing 1000 cigars.

Reports received from the Parker-Gordon Cigar Company, St. Louis, Mo., are to the effect that they are well pleased with the satisfactory business being done on the standard sizes of the well-known "El Roi Tan."

Through the offer of a gold cigar cutter with twenty-five "New Bachelor" cigar bands, publicity being given to the same by local advertising, Rosenfeld, Smith & Company, La Grande, Ore., are doing quite a business on the well known popular five-cent cigar of T. J. Dunn & Company.

Julius S. Kahn (Cuesta-Rey & Company) recently called on the House of Crane, Indianapolis, Ind., in the interests of his company's brand. Mr. Kahn's visit was for the purpose of conducting a short campaign on the "Cuesta-Rey" brands in that territory.

OBITVARY

Dutton Ortley Wright

DUTTON ORTLEY WRIGHT, sales manager of the American Tobacco Company and one of the best known figures in the industry, died on the 12th instant from heart trouble at his home, 611 West 114th Street, New York City.

For more than a year Mr. Wright has been in ill health and had not taken an active part in business, but his death was quite unexpected and a great shock to his many friends.

Mr. Wright was a man of extraordinary constructive ability, original and clean in his methods, and a great trainer of young salesmen.

When a young man Mr. Wright became associated with James B. Duke in the tobacco business and came to New York. When the American Tobacco Company was formed in 1890, Mr. Wright was manager of the Duke factories. He was married in 1895 to Miss Jean C. Caughey.

Mr. Wright was born in Oxford, Chester County, Pennsylvania.

Besides his wife the deceased is survived by two sons, Robert and William, and a daughter, Virginia.

Clayton C. King

Following a fractured skull contracted by falling from the top of a barn on his father's tobacco farm, Suffield, Conn., while assisting his brothers and hired help taking down tobacco in its damp condition, Clayton C. King, forty-four years old, died within the past fortnight at the Springfield hospital as the result of his injuries. Mr. King was born in Suffield in 1870, being the son of Daniel King, one of the largest tobacco growers of that place. Mr. King's education was obtained in the public schools and the Connecticut Literary Institute. He is survived by his parents, four brothers and three sisters.

James Wallace Nicholson

James Wallace Nicholson, life-long resident of Pittsburgh, Pa., and for the past seven years manager of the B. L. Specht Cigar Company, died recently at his home in the East End, Pittsburgh.

James Pittaway

James Pittaway, president and founder of James Pittaway & Sons, cigar importers, of Chicago, Ill., was killed by a train on Tuesday, December 8th. Funeral services were conducted at the Englewood Masonic Temple.

Julius G. Miller

Julius G. Miller, a director of the Metropolitan Tobacco Company and formerly identified with the tobacco firm of Wise, Bendheim & Company, died last week of heart disease at his home, 411 West End Ave., New York City. The deceased, who was sixty-five years old, is survived by a widow and three children, Arthur G. Miller, Mrs. Selig Berg and Mrs. Leonard L. Stein.

August Seemland

August Seemland, eighty-five years old, a retired cigar manufacturer, died recently at his home, 304 Market Street, Camden, N. J. The deceased was a veteran of the Civil War.

John M. Judge

John M. Judge, fifty-one years old, a retired tobacconist of Springfield, Mass., died recently at his home after a short illness. The deceased is survived by a widow and one son. Three sisters and two brothers also survive.

Roy Victor Dressner

Roy Victor Dressner, of 82 Willow Street, who was engaged in the wholesale cigar and tobacco business, at 183 Fulton Street, succeeding his father, the late Henry T. Dressner, who died two years ago, died recently following an operation for appendicitis, in the Long Island College Hospital. He was taken suddenly ill and was operated upon the following day. The interment was made in Salem Fields Cemetery. Mr. Dressner was born in Brooklyn and was in his twenty-first year. He was educated at Polytechnic Institute which he left to enter business at his father's death. He leaves his mother, Mrs. Ray Dressner; a brother, Mitchell, and a sister, Clarisse Dressner.

Cigar Salesman Takes His Own Life

Oscar A. Engelhardt, a widely known cigar salesman of the William A. Stickney Cigar Company, recently killed himself at his home at 209 North Fourth Street, St. Louis, Mo.

According to Engelhardt's business associates he was worth about $20,000 and drew down a salary of about $5000 a year. He was familiarly known in the trade as "Diamond King," due to the fact that he always wore diamonds. They were valued at $3000.

No motive can be assigned for the suicide other than that he was temporarily deranged when he took his own life. He had been suffering from stomach trouble for several weeks.

The deceased was about forty-six years old and is survived by a widow.

Trade Jottings

Theobald & Oppenheimer's brands are being displayed by the Edmondson Drug Company, Atlanta, Ga.

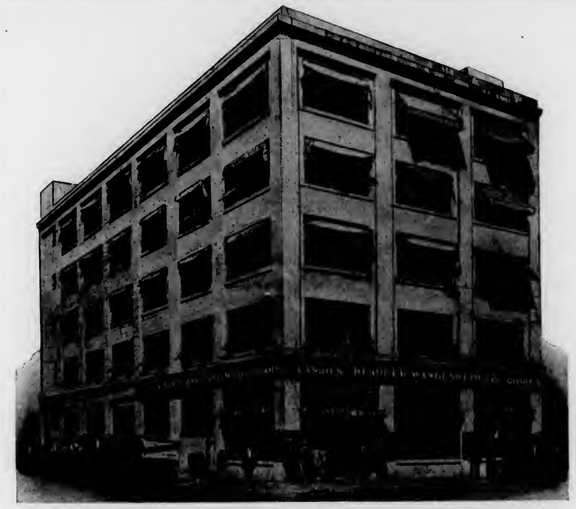
The Forsyth Company, Jacksonville, Fla., are showing the ever-popular "Savaronas," Cayey-Caguas Tobacco Company, packed in glass tubes, five to the package at 25 cents each, and report that they are going well.

Albert M. Momenthy, manager of the Codman Cigar Company, Boston, Mass., reports that the "El Cita, Jr." cigar, which he recently featured, has been among the big hits in the trade.

Owing to other plans, Alfred H. Kapp, who represents Kapp & Peterson, Ltd., Dublin, Ireland, manufacturers of pipes and smokers' novelties, and who has been in the East, will not visit the Western Coast as had been previously arranged.

A recent glimpse at the Christmas stock of the Snyder stores, Toledo, O., revealed the following well known brands: "Upmann," "Hoyo de Monterrey," "Romeo y Julieta," "Partagas," "Van Dyck," "Sanchez & Haya," "Cuesta-Rey" and "Webster."

Mason, Ehrman & Company, Portland, Ore., report that the new five-cent cigar, the "Sa-So" is sold extensively throughout Oregon, Washington and Idaho territory. They also state that they are just beginning to line up with the demand they have been having on this excellent brand.



Home of Klauber-Wangenheim Company

Herewith is shown the present home of the Klauber-Wangenheim Company, the well-known Los Angeles cigar and tobacco jobbers.

This firm handles many of the best-selling cigar brands in the country and stands high among the big jobbing houses of the Pacific Coast.

"Philadelphia Hand Made," "Optimo" and "Chancellor" are among the big-selling brands which the firm carries.

The Cigar and The Humorist

THE cigar was invented several hundred years ago by some man who had lost his pipe. While the general shape has shown very little change, the contents is often more or less varied, including in addition to the tobacco filling such odds and ends as shingle-nails, a stray horse-hair, or the like. I have known times when I have been quite put to it to imagine just what it was that was in a cigar besides the tobacco.

All are familiar with the regular commercial variety of cigar, all tasting and smelling alike, and distinguished one from another by the price, shape and gilt-band only. But we are not just now concerned with these; it is the unusual, the unique in cigars with which we are interested.

Take, for example, a stogie. Here's a match. There, she's lighted. Now tell me candidly, of what are you most vividly reminded? A formaldehyde candle and a piece of smouldering golf-cape?

Great care should be exercised in preparing a stogie for smoking. After biting off the end blow all the dust out of it. Don't bite off the wrong end or the darn thing will unwind like a spring and hit you in the eye.

Fight shy of the Italian stogie! There is no hole through it. No ordinary American can successfully smoke one of these without recourse to the old trick of placing a strong mustard plaster on the back of the neck.

Considerable success in character reading is possible if one watches a smoker. For example:

One man will hold a cigar in the corner of his mouth, tilted up; the eye on this side is kept almost closed by the smoke. This man is the kind who can tell beforehand which wards will go Democratic. When the time comes he will brush right by St. Peter.

Another man holds a cigar very much as if it were a fountain pen; he puffs daintily at intervals. He is the kind who would say he was happy no matter to whom he was married; he always votes "Aye" at directors' meetings. He plays a ripping game of croquet.

Still another keeps one-half of the cigar continually clenched between the teeth on one side of his mouth. Evidently a man of vacillating temperament. He can't make up his mind whether he will chew or smoke, so he does both.

Then there is the man, smoking on an open trolley-car, who is so careless about his ashes that most of them blow either down your neck or into your eye. Such a man should be hamstrung. Or, perhaps, he could be pushed backward into a mortar-bed.

Many men buy two classes of cigars—the kind they smoke, and the kind they give away. Under such circumstances it is customary, in offering a cigar, to say, nonchalantly: "Have a rotten cigar?" or "Have a torch?"

This tends to avoid misunderstanding.

Oftentimes, during a crush at the Bridge, or in the Subway, a man will be seen to emerge from the crowd, stop suddenly and place his hand anxiously to his breast, a look of alarm on his face. This is not because he has heart trouble, nor because he has felt a sudden sharp pain in his thorax. He is merely feeling in his vest pocket to see how many cigars have been broken.

So it is. If there is anything that is nearest to a smoker's heart it is the cigars in his vest pocket. To many men the climax of the day is to tuck in a rousing dinner, light a good cigar and push it before you briskly up or down Broadway.—"Puck."

Yahn & McDonnell Prepared for Holiday Rush

Yahn & McDonnell, with headquarters at Fifteenth and Chestnut Streets, have profited by the experience of former years, and have supplied dealers handling their lines at an earlier date than in any previous year. Being distributors for so many brands, the distribution and retail business has sometimes caused confusion, but this year plans were laid for the earlier shipment of goods to dealers before the arrival of the holiday counter business, and this will leave the salesmen free to give the retail customers more time and attention than ever before.

Detroit

Holiday Business Ahead of Last Year—Crowds Attend Opening of New E. M. Harris Store—New Factory Law a Menace, Say Manufacturers

Detroit, Mich., December 10.

HANDLE the very best line of cigars that is made, whether it be nickel goods or ten-cent and upwards, is my message to any retailer in the cigar business, and I base this on the experience at the Hotel Pontchartrain stand. There is hardly a day that some traveling man doesn't come up to me and say "I never saw such a fine lot of cigars. Even in my own home town retailers do not handle as good a line of cigars as they should," is usually the assertion. Friends are necessary in business both for the cigar salesmen and the retail cigar store, but there is such a thing as letting your friends "put one over." I have often seen a salesman supposed to be a good friend of the retailer deliberately load him up on a class of goods which could never be sold except to the man who did not care what he smoked; the result was this retailer would have most of the stock on hand as long as he remained in business. There is one thing that retailers do not study enough about, and that is the quality of the goods they buy. Most retailers take the salesman's word, but do not find out all they can about a brand which they may intend to add to the line. Not long ago a man called at our cigar stand and wanted me to put in his line; it looked good, and he left a few samples with me. I made it a point to place these samples in the hands of customers who were used to smoking that class of goods, and asked them to let me know what they thought of the brand. A few days later, they came back and spoke very highly and said it was even better than the class of goods they had been used to buying. Result was the salesman got an order. Now, on the other hand, if these customers had given just the opposite report and said they were a bad smoke and not worth the money, inferior to other ten-cent cigars, etc., most likely I would have dropped the matter. It is not always advisable to take the customer's word for the quality of a cigar, because many times he doesn't know himself, but in most cases a retailer can get a pretty good idea of values between his own judgment and that of his customers.

From the way the season has started out, the holiday business should be considerably ahead of last year. Since early in November, I have been reminding our trade as they called that our Christmas goods were in and ready for inspection, and requesting that they look them over at their earliest opportunity. The rush started December first and it is really so that already we have taken more orders than we did for the same period last year for Christmas goods. And I have noticed that buyers of cigars are getting to know values better than they used to. So it is up to the retailer to keep constantly in touch with the tobacco situations and learn of the latest crop conditions, etc., which he can do by reading the trade journals. It is surprising the questions that customers ask in buying holiday goods, such as "What kind of tobacco is this?" "Do you think the color makes any difference?" "What constitutes a mild cigar?" and "Where is this tobacco grown?"

The new E. M. Harris cigar store at No. 29 West Fort Street, held its grand opening on Saturday, December 5th. There was a constant string of people dropping in until the very last minute at night. Everybody who called was the recipient of a toy brass spittoon, as well as a "Roi-Tan" cigar. There were many beautiful bouquets as a fitting stage for the opening, the same being sent by friends in the trade. Ralph Watkins, the new member of the E. M. Harris Company, was in charge in the morning, and in the afternoon he was assisted by Frank Forrest; Mr. Harris was busy alternating between the two stores. The Woodward Avenue store will be continued until the lease expires in May; after that the Fort Street store will be downtown headquarters. A sign has already been placed in the window of the new store in the Whitney Building announcing the fact that "E. M. Harris Company will occupy this store as soon as completed." This will be in February some time. The Fort Street store is a good stand during the day, as it is in Detroit's "Wall Street" section, where crowds are passing morning and afternoon. At night, however, there is little doing, as well as on Sunday.

J. F. Morrison has sold his cigar stand in the Houseman Building, Grand Rapids, to B. J. Brogger. Mr. Morrison will continue to operate his stand in the Klingman Building during the furniture season. He has purchased a large stock of Havana cigars and will devote his time to the box trade.

Guy Haney, of Durand, Mich., has sold his cigar stock and poolroom to Frank Tubbs and Homer Allen, who will continue the business at the same location, 121 Saginaw Street.

Gordon Bailey, who is still traveling in the western part of the State for Lee & Cady, reports a very good business. Gordon has "selling ability" that will make him a success in any line.

Guy Caverly, representative of the G. J. Johnson Cigar Company, of Grand Rapids, recently dropped in to see me. He said that his firm was selling an average of 200,000 seconds a week. The G. J. Johnson Company will close the year with the best business in their history.

Harry W. Johnston, one of the oldest traveling salesmen in the United States, died November 26th. Death was caused by pneumonia. Mr. Johnston was for many years employed with various Detroit cigar manufacturers; probably his longest stay was with the LaGora Fee Company, which concern he represented for fourteen years in the State of Michigan. The company named the "Harry W. Johnston" cigar after him as well as a number of other brands. A widow and one daughter survive him. He was seventy-two years of age.

Ed Battie will become a representative of the G. J. Johnston Cigar Company, after January 1st, and will make his headquarters in Milwaukee.

At the first meeting of creditors of Fred D. Lane and Edward Nolan, doing business as the Benton Harbor Cigar Company, Benton Harbor, Mich., they appointed Ara Weldon as trustee.

George Pyle, of Pyle & Allen Company, of Cleveland, representatives of R. A. Bachia y Ca, was a recent visitor here in the interest of that brand.

A very important matter has just been called to the attention of the cigar manufacturers. It is a proposed amendment to the State labor law which is to be presented at the coming session of the next legislature, which will require that no factory can employ a girl under sixteen years of age, and girls up to that age must attend school. Thousands of girls are employed in Michigan factories under that age, and many in the cigar factories. They are not the class of girls with wealthy parents, but rather of the poor families where financial aid is a necessity. It is estimated that more than a half million dollars in wages will be lost to the poor families if this new amendment is passed. Cigar manufacturers and those who employ young girls are getting busy and hope to have this amendment defeated. They intend to prepare arguments showing that such an amendment would be a menace to the community rather

(Continued on Page 36)

Tampa

A. L. Cuesta Looks After Crop Conditions in Cuba—"Julia Marlowe" Cigars Have Good Year

Tampa, December 11, 1914.

THE customs house is just in receipt of stamps for cigars manufactured in bond to the number of 250,000. This will enable the return of the stamps borrowed from the customs house at Key West, from where the necessary stamps were secured to tide over the local manufacturers during the shortage which was prevalent recently.

John W. Ross registered at the Hillsboro recently, spending several days here. Mr. Ross is Florida state manager for the R. J. Reynolds Tobacco Company.

Another tobacco man who registered at the Hillsboro also was William Solomon, well known through his connection with the P. Lorillard Tobacco Company. He spent a week in calling on local jobbers.

Still a third tobacco man who registered at the Hillsboro was the man known to the commercial world as "George Washington," but otherwise identified as H. E. Hauser, of the R. J. Reynolds Company, Winston-Salem, N. C. Mr. Hauser, who enjoys a nice popularity among the trade, devoted a week of his time locally to the business of his company.

Harry Roberts left last week for a short stay in Jacksonville. Mr. Roberts is head of the J. W. Roberts & Son cigar factory.

Not only are they satisfied with the business done during the past year, but the Erlich Manufacturing Company state that they are gratified with the increase which has been shown.

At the "Julia Marlowe" factory—Corral, Wodiska & Company—much satisfaction is expressed with the business of the past year.

Satisfaction is also expressed at the factory of the Morgan Cigar Company with the dole of 1914. It is needless to attribute success to "Juan de Fuca."

Among the recent visitors to Havana in the interests of their companies were F. P. Arguelles, of Arguelles, Lopez & Brother, manufacturers of the popular "Tadema," and A. L. Cuesta, Sr., of the Cuesta-Rey Company. As this is the time for planting the tobacco in Cuba, Mr. Cuesta is personally visiting the various tobacco districts to keep himself well informed relative to the promise and outlook of the crops.

Berriman Brothers, more familiarly known as "Jose Vila," state that their business is giving them decided satisfaction, and that the business of 1914 so far has increased over 1913. They state that they look for a much better year in 1915.

"Magnificent" is the only word that fittingly describes the volume of business being done on the well known "Admiration" cigar, E. Regensburg & Sons. It is stated that the output for 1914 will run into some very high figures.

PERFECTO.

"United" Leases Another Chicago Store

John R. Magill & Company, representing Joseph B. Moos, has recently leased the United Cigar Stores Company the corner store in the building at the northeast corner of Harrison Street and Fifth Avenue, opposite the Grand Central Station, Chicago, Ill. The lease is for a term of ten years, at a rental aggregating $24,000. This gives the United Cigar Stores Company 105 stores in Chicago.

Waltzer & LaPoint Acquire Large Stock

WHAT is said to have been one of the largest deals consummated in Mt. Clemens, Mich., in a long time, although the amount involved is not stated, was the recent acquisition of the complete wholesale cigar and tobacco business of the Trombley & Groesbeck Company, of Pearl Street, by Waltzer & LaPoint, of Gratiot Avenue. It is estimated from the thousands of boxes containing cigars and stogies, fine cut and plug tobaccos, that more than 1,000,000 cigars figured in the transaction.

The firm of Waltzer & LaPoint, which is composed of Hugo Waltzer and Archie LaPoint, started in business June 2, 1912, with a small cigar stand operated in connection with an attractive pool and billiard parlor. This was followed later, in a small way, by branching forth in the wholesale business. For this purpose, a large humidor was installed. So successful have been the efforts of Messrs. Waltzer & LaPoint along this line, that they are contemplating doing business on a larger scale than ever before. The acquirement of the Trombley & Groesbeck Company will enable them to compete favorably with many of the larger jobbers in the country.

As soon as an adjustment can be made of the affairs of Trombley and Groesbeck, Mr. Trombley will devote his attention to his present retail stand. Mr. Groesbeck retires. His plans for the future are not known.

"44" Cigar Company Has Splendid Year

Among the encouraging reports resulting from the summing up of the year's business, is that of the "44" Cigar Company, which announces that their business for the year has been beyond their expectations, and that on some of their brands they have been oversold for months.

The company is now running all of its factories to capacity in order to fill the orders for "44" and "Adlon" cigars. The new "'44' Hand Made" tin can packing has had a splendid reception throughout the country, and for some months past the company has been unable to keep their output on this particular brand up to the orders that have been placed for it.

George M. Lex, business manager of the company, is now arranging for the care and entertainment of the firm's salesmen while they are in the city for the holidays. A banquet will be held at the Manufacturers' Club, and it is understood that they will be entertained there extensively. The men will return to their territories about the first of the year.

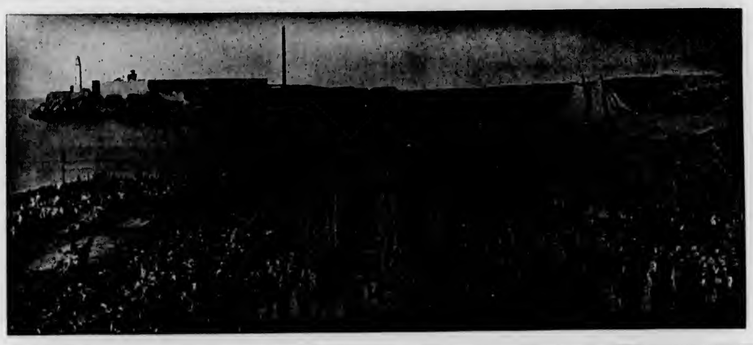
M. A. Funk, in charge of the sales department, has recently added to the force by the addition of F. W. Clarke, of Detroit, Mich. Mr. Clarke is said to be a very capable man in his line, and to be a splendid addition to the strong and able force over which Mr. Funk now exercises control.

W. M. Charles, representing the company under Mr. Nicholson in the South, will shortly be promoted to Eastern territory, and in the future will work out from New York City.

The "44" Cigar Company states that from reports which it received, the outlook for 1915 is good, and that a tremendous business is expected on the "44" brands during the coming year.

Kaiser's Cigar Helps Red Cross Fund

A cigar was recently sold at auction at Henley in aid of the London Red Cross Hospital, which brought the sum of $72.50. The unusual price paid for this cigar may be accounted for by the fact that it was once presented by the German Emperor to Lord Lonsdale. It was later given by Lord Lonsdale to a resident of Hambledon. A firm of butchers bid it in at the auction for $72.50.



The Cuban Market

From Our Exclusive Bureau

Havana, Cuba.

Havana, December 8, 1914.

THE market has reacted during the past fortnight, as at last the American buyers have woke up to the real situation, and supplied themselves to a larger extent at the current low rates, which unfortunately have left no profit to our leaf dealers, but on the contrary severe losses. Buyers for Europe have also continued to make more inquiries in our market, besides purchasing in the country a number of bales for export. The trade for South America still moves along in small quantities, and the demand for local consumption has also been only limited during the past two weeks.

From a party, who has traveled all over the tobacco districts of our island, we hear the news, that the tobacco still in the hands of farmers and country merchants is almost worthless, as it is wormeaten to a terrible degree, and at most may be only fit for our cigarette manufacturers. If this news is correct, then our heralded large crop may be reduced at least thirty per cent., which would leave it below a normal crop, and with any kind of a demand from the United States, prices should advance sharply, during the coming year, for all good and sound vegas or escogidas.

As a rule tobacco left in the country, after having been packed, is liable to become wormeaten, as the vegueros have no adequate warehouses for storing tobacco, nor do they handle the freshly packed leaf, as we do here in the city of Havana. As our market has been dull since the beginning of August, owing to the European war, perhaps the vegueros and country packers thought to save the expense of carrying the bales to Havana, and paying the storage and handling charges, and now they have "to pay the piper" for their shortsightedness in this respect.

Sales during the past fortnight totaled 10,124 bales, which consisted of: Vuelta Abajo and Semi Vuelta, 3916; Partido, 844, and Remedios, 5364 bales.

Buyers were: Americans, 7382; exporters to Europe, 1598; shippers to South America, 400, and our local manufacturers of cigars and cigarettes, 744 bales.

Exports of leaf tobacco from the port of Havana, from November 16 to November 30, 1914, totaled 7980 bales, which were distributed to the following countries, viz.: To all ports of the United States, 4759; to the Netherlands, 2598; to Gibraltar, 78; to Liverpool, 20; to the Canary Islands, 25, and to South America (Buenos Aires and Montevideo), 500 bales.

Buyers of Leaf Tobacco That Come and Go.

Arrivals—From New York: Marceline Perez, of Marceline Perez & Company; Manuel Ridriguez (and son), of Rodriguez & Tejeiro; Jose M. Diaz, president of the Preferred Havana Tobacco Company; David Simmerman, of David Simmerman, and Allie Sylvester, president of the American Cigar Company and chairman of the Henry Clay and Bock & Company, Ltd.

From Philadelphia: Louis H. Eisenlohr and Charles H. Eimerbrinck, of Otto Eisenlohr & Brothers.

From Tampa: Salvador Rodriguez, of Salvador Rodriguez, owner of the "Charles the Great" factory, and Facundo Arguelles, of Arguelles, Lopez & Brother.

From Chicago: August Kuttnauer, of Rothschild Sons & Company and also the United States and Canadian representative of the famous "Punch" factory.

From San Diego, Cal.: August Sensenbrenner, of August Sensenbrenner.

Departures—To New York: Joseph Mendelsohn, Aleck Goldschmidt and Hermann Diehl.

To Chicago: August Kuttnauer.

To San Diego: August Sensenbrenner.

Returned—Venancio Diaz, of Sobrinos de Venancio Diaz and silent partner of Muniz Hermanos; Venancio Sierra, of Sierra & Martinez; Francisco Arango and Wm. J. Lightbourne.

Receipts of Leaf Tobacco From the Country.

	For week ending November 26, 1914.		Since January 1, 1914.	
Vuelta Abajo	2,488	bales	196,055	bales
Semi Vuelta	645	"	36,236	"
Partido	193	"	13,626	"
Remedios	4,724	"	171,868	"
Oriente	1,355	"	3,097	"
Total	9,405	"	420,882	"

Very little can be added to what we have published so far about the next crop, although there has been some planting done in the Vuelta Abajo, Semi Vuelta and Partido region, which may comprise an area of a third of the ground under cultivation last year, and while the weather conditions up to now have been favorable for the setting out of seedlings, everything will depend upon the future temperature. We have not heard of any planting in the Santa Clara province, although it is possible that some vegueros have commenced in a small way already. At all events we are one month later in the season than is customary here for beginning the setting out of seedlings.

Cigars.

The situation in our cigar industry is virtually unchanged, and while we have not heard of any more factories having closed entirely, most of them are only working with greatly reduced forces, or otherwise on limited time per week. The following statistics of our exports of cigars during the month of November tell the tale most graphically:

From November 1 to November 30, 1913,	14,338,921	cigars
From November 1 to November 30, 1914,	8,523,410	"
Decrease during November, 1914,	5,815,511	"

(*Continued on page 33*)

The Cuban Market

(*Continued from Page 32*)

The following countries show decreases in the month of November, 1914, as compared with the same month of 1913:

United States	3,100,756	cigars
Germany	1,120,166	"
Great Britain and Ireland	868,980	"
Canada	467,150	"
Chile	233,911	"
Argentine Republic	203,600	"
Italy	189,500	"
Australia	183,304	"
Belgium	64,000	"
France	49,050	"
Total	6,480,417	"

There are three countries which show increases during the same period, viz.:

Spain	512,791	cigars
Gibraltar	125,950	"
Spanish Africa	61,500	"
Total	700,241	"

The exports since the first of January up to the end of November compare as follows, thus:

From January 1 to November 30, 1913,	164,969,777	cigars
From January 1 to November 30, 1914,	115,745,199	"
Decrease during the first eleven months of 1914	49,224,578	"

Of the nine principal consuming countries, which import at least over one million cigars from us annually, there are eight which have imported less this year, as compared with the year 1913:

Great Britain and Ireland	17,967,197	cigars
United States	14,364,085	"
Germany	7,462,403	"
Canada	4,545,410	"
Argentine Republic	2,520,541	"
France	2,084,667	"
Chile	1,614,704	"
Australia	781,687	"
Total	51,340,694	"

The only country which shows an increase is:

Spain	3,404,341	cigars

One of our leading cigar manufacturers is going to spring a scrap size on the trade. He is going to make two large sizes, hand (not machine) made, and with a long filler, not scraps. One will cost the dealer seventy-five dollars and the other ninety dollars per thousand, so as to leave a reasonable profit when retailed at ten and twelve and one-half cents respectively. The manufacturer told me not to mention his name and brand, but the next time I may be able to give details. I tried some of the new goods and found them very mild, sweet and of excellent burn.

Leaf Tobacco.

Ventura Blanco, of Philadelphia, arrived here on the 24th ulto., as usual about a week ahead of his principals, as he is the broker in the purchases of leaf for the great firm of Otto Eisenlohr & Brothers, of Philadelphia. As prices are very reasonable this year, we should not be surprised if they should acquire perhaps double the quantity of leaf which they are in the habit of using in their eighteen factories which are turning out the famous "Cinco" cigars.

Salvador Rodriguez, or as his friends call him, Sama, has invested in 1017 bales of choice old (1913 crop) Vuelta Abajo fillers, we heard say, and if this report should be correct, we congratulate him sincerely, as we fully believe he will not be able to duplicate this purchase three months from now.

Michaelson & Prasse were buyers of 1644 bales of leaf for account of their customers during the past fortnight.

Aleck Goldschmidt purchased 1685 bales of leaf for his house of A. Blumlein & Company, of New York, consisting of prime vegas, and at reasonable figures.

Mr. Joseph Mendelsohn came here principally to look over his packings, although he did not leave empty handed either, having added to the holdings of their firm of Mendelsohn, Bornemann & Company.

From a good and reliable source, we have learned that Mr. August Sensenbrenner, of San Diego, Cal., shall have selected 800 bales of leaf for his growing factory.

Sobrinos de A. Gonzalez has 0000 bales of leaf ready to be shipped by two of the Spanish mail steamers for Spain.

Jose C. Puente & Company were sellers of 2457 bales of Remedios from Partido from their choice packings.

Herrera, Calmet & Company disposed of 080 bales of Remedios from their excellent escogidas.

We were very sorry to learn of the untimely death of young Edgar W. Pollack, in the thirtieth year of his age, and which is a heavy blow to his brother Mark A. Pollack, and to whom we extend our deep-felt sympathy. The funeral on the 7th inst. was attended by almost the entire tobacco trade, over one hundred and fifty coaches following the hearse.

Shippers of leaf tobacco from the port of Havana over 200 bales during the last fortnight were:

J. F. Berndes & Company	1,652	bales
Maximilian Stern	1,340	"
J. Bernheim & Son	598	"
Seeler, Pi & Company	544	"
Leslie Pantin	530	"
Sucesores de Diego Montero	300	"
H. Upmann & Company	264	"
Manuel Suarez	256	"
M. Meneses	242	"
Garcia & Company	222	"
Virgilio Suarez	214	"
Ernst Ellinger & Company	202	"

ORETANIV.

Garrett H. Smith in Cuba

In a recent communication from Havana, Cuba, where he is making a ten days' visit to the factory of the Compania Litografica de la Habana, for whom he is American and Canadian agent, Garrett H. Smith, of the National Lithographic Company, New York City, states that he has been accorded a splendid reception, and that his visit is proving a pleasant one. Mr. Smith states that the work produced by the Compania Litografica de la Habana is the best imported lithographing made. Also, that the paper and materials used by the company in the manufacture of their product could not be better. Following his visit to Havana, Mr. Smith leaves for Tampa and Northern points.

Cigar Company Partnership Dissolved

F. L. Hopkins, who, with Louis St. Marie, comprised the Red Wing News and Cigar Company, Red Wing, Minn., has purchased Mr. St. Marie's interest in the company and will conduct the business himself in the future. Mr. St. Marie will go to St. Paul, where he will be associated with his father in the cigar business.

Cleveland

Many Window Trims Feature Holiday Season—Stace & Vincent Dissolve Partnership—George Bassett Laid Up With Blood Poisoning

Cleveland, O., December 11.

THE holiday season is once more in full blast and the dealers have practically completed their stock for the holiday rush. A great many of the firms have prepared special holiday packages which are attracting more than ordinary attention. This is specially true with the cigarette concerns, who are featuring all kinds of novelties in cigarette humidors. Dealers are also starting to trim their windows for the holidays and many very attractive displays are to be seen.

Dave Laux, formerly located at 1470 West Twenty-fifth Street, has just moved into his new building located on West Twenty-fifth Street, near Detroit Avenue. Mr. Laux has opened up one of the finest cafes and bowling alleys to be seen on the west side of the river, and with his aggressiveness and vast acquaintance he is destined to be one of the leading merchants of this section of the city. Mr. Laux was fortunate to be awarded the Ohio Bowling Tournament, which takes place February, 1915. This is the first time that this big feature has ever been staged on the West Side alleys. The Ohio Bowling Association met here recently and awarded the Laux alleys this much sought after tournament. Mr. Laux has greatly improved his cigar department with the many popular brands he is displaying, and with the up-to-date fixtures he has installed he is second to none in the city. The window displays for the opening week were put in by Dick Culbertson and attracted wide attention. The display was on "La Saramita" cigars and was one of the finest ever seen in town.

The firm of Stace & Vincent have dissolved, Herbert Stace taking over the retail business and Mr. Vincent the wholesale end of the business. These boys have been in business here together for several years and are both entirely familiar with the lines they now intend to follow. Previous to their partnership they were connected with the R. & W. Jenkinson Company, which a few years back sold out to the Joseph T. Schneider Cigar Stores Company. Mr. Vincent, better known as "Burn One Vincent," has been very successful placing on the market "Stavinas," "Percy Haswells" and "Sonadas," and should continue for himself as successfully as he did under the old firm name. Herbert Stace has also a big following in the retail end and has built up the stores so that they are now recognized as among the best in the East End.

Mr. Landbom, manager of the Hippodrome Building cigar stand, owned by the Pyle & Allen Company, is fast recovering from his attack of typhoid fever, and it is hoped that he will be seen again in action within a very short time.

The window display that created the most talk the past week was the "New Bachelor" display in Pyle & Allen's Hippodrome stand. In the centre of the display were two live white mice on an old straw hat suspended about three feet in the air. The hat was so balanced that whenever the mice would move the hat would rotate and the faster they moved the faster the rotation of the hat. These mice afforded much amusement to the vast crowd that surged by during the day.

George Bassett, retailer, located at 826 Prospect Avenue, scratched himself on a nail recently but paid no attention to it as it caused him no particular inconvenience or pain. This scratch became infected and has resulted in blood poisoning. Mr. Bassett is being treated at Huron Road Hospital and the physician in charge claims that he has checked the poison from spreading. Mr. Bassett's many friends and customers wish him a speedy recovery.

The Federal Bowling Alleys, owned by Sam Cohn and located on Euclid Avenue opposite East Fifty-ninth Street, have more than made good. They have filled a long-felt want for a high-grade billiard hall and bowling alleys and also a cigar store of merit. Mr. Cohn has demonstrated his ability to draw the crowds and should have no trouble in holding them.

Trottner Brothers & Zeigler, successors to H. J. Mandelbaum, are enjoying much success in their new venture and should without much difficulty secure the bulk of the cigar business in this section of the city. They are wide awake and are fast winning the friendship of their numerous customers.

Glenn Ettinger, who owns the barber shop located in the Union National Bank Building, informs the writer that after the first of the year he will open up a high-grade barber shop and cigar stand below the American five- and ten-cent store on Euclid Avenue.

The war tax that was put on has already cost the tobacco interests here thousands of dollars, and if same continues it will run into the tens of thousands of dollars.

Joe Klein, of Larus Brothers, Richmond, Va., manufacturers of "Q-Boid" and "Edgeworth" tobacco, is in town and expects to remain here for several weeks.

E. E. Pooles, located at 30 Euclid Arcade, reports business on the increase.

JERRY.

American Can Company Has Prosperous Year

The present outlook is that the American Can Company will close a very prosperous year on December 31st. Aside from the fact that the fruit canning season has brought a larger volume of business than usual, and that the salmon pack on the Pacific Coast has kept up to the average, the use of tin cans in the cigar industry has shown a considerable growth and during the past year a number of large accounts have fallen to this company. With a steadily increasing market for the tin can as a cigar packing, the outlook for this branch of the business is bright.

It is stated that improvements have been made recently to the American Can Company's Adding Machine which will increase its serviceability and lead to further development of this branch of the business, which is still in the experimental stage.

Should net earnings for 1914 merely equal those of last year, with no change in depreciation and improvement charges, there will be a surplus after preferred dividends of over five per cent. for the common stock. This would compare with a surplus of two and two-thirds per cent. last year, when the full discount of $1,050,000 on the debenture bonds was charged against earnings. It is also probable that the item "purchase of patents, improvements to plants," etc., which amounted to $621,762 in 1913, as compared with $483,886 in 1912, and nothing in 1910 and 1911, will be considerably less for the current year.

"Daniel O'Connell," New Meriden Cigar

Julius Kuntze, the well-known cigar manufacturer of Meriden, Conn., is introducing to the trade a new ten-cent cigar called the "Daniel O'Connell." This cigar is made of clear Havana filler with a broadleaf wrapper, and at present is made in the Conchas Regalia shape.

In selecting the name for this cigar, Mr. Kuntze has departed from his usual custom of naming his locally made cigars after something pertaining to Meriden. The label for the cigar box is said to be unusually attractive, it bearing the likeness of the Irish patriot surrounded by the American and Irish flags, a figure of Justice and the American Eagle.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff. All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 236 Chestnut Street, Philadelphia.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

☞ Positively no responsibility assumed for errors, duplications or any controversies which might arise. We will not under any circumstances act in a legal capacity in cases concerning disputed titles. We maintain a bureau of records only.

REGISTRATIONS

SUPERIOR CRAFT:—30,561. For cigars. December 2, 1914. Moose Mutual Cigar Co., Iron Mountain, Mich.

HAIMER'S:—30,562. For cigars, cigarettes and tobacco. December 3, 1914. Cabrera-Haimer Cigar Co., Tampa, Fla.

TRIPOLI VITTORIA:—30,563. For cigars. December 4, 1914. Paul Feldman, Milwaukee, Wis.

BENTON PIG TAILS:—30,564. For cigars. December 4, 1914. Hudec & Green, Benton Harbor, Mich.

J. V.:—30,565. For cigars. December 5, 1914. J. Vanalmsick, Centralia, Ill.

ANTI-BARREL-HOUSE:—30,566. For cigars. December 5, 1914. James W. Keating, New York, N. Y.

HAVANA PREFERRED:—30,567. For cigars. December 8, 1914. John H. Witter, Newmanstown, Pa.

SOD BUSTER:—30,568. For cigars, stogies, chewing and smoking tobacco. December 8, 1914. Edwards & Kildow, Alexandria, Ind.

WOLF QUEEN:—30,569. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Wm. Steiner Sons & Co., New York, N. Y.

MILWAUKEE PRODUCT:—30,570. For cigars. December 10, 1914. C. B. Henschel Mfg. Co., Milwaukee, Wis.

TOKAY DEBRECZENYI:—30,571. For smoking tobacco. December 10, 1914. S. Fisher & Co., Trenton, N. J.

JUDGE LUEDERS JUNIOR:—30,572. For cigars. December 11, 1914. Grosshandler & Scholle, Cincinnati, O.

JUDGE LUEDERS:—30,573. For cigars. December 11, 1914. Grosshandler & Scholle, Cincinnati, O.

ROYAL NILE:—30,574. For cigars and cigarettes. December 11, 1914. W. B. MacDonald, Brooklyn, N. Y.

ASPIS:—30,575. For cigarettes. December 12, 1914. Geo. N. Tzibides, Boston, Mass.

INDIAN PUFF:—30,576. For cigars. December 14, 1914. John Vanalmsick, Centralia, Ill.

CLUB STYLE:—30,577. For cigars, cigarettes and tobacco. December 14, 1914. The Moehle Litho. Co., Brooklyn, N. Y.

NEUTRAL SMOKE:—30,578. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 14, 1914. G. Merz & Son, Chicago, Ill.

TRANSFERS

BOY SCOUT:—23,325. For cigars. Transferred December 1, 1914, to Kraus & Co., Baltimore, Md., by Wiedmann-St. Louis Cigar Box Co., St. Louis, Mo.

FLOWER OF CUBA:—11,868. For Havana tobacco. Transferred December 4, 1914, to S. Lowenthal & Sons, New York, N. Y., by Samuel Lowenthal, for P. & S. Lowenthal, New York, N. Y.

CORRECTION

OLD STYLE BLACKWON:—30,557. For cigars, cigarettes and tobacco. Published in the November 15th issue as having been registered for Hoffman Bros. Same should have read Hofflund Bros.

Important Organization Perfected

A large number of firms throughout Belmont County, and, in fact, throughout the State of Ohio, have recently formed an organization known as "The Ohio Stogie Manufacturers' Association." The initial meeting was held at Bethesda, O., on Monday evening, December 7th, in the office of the T. M. Kildow Cigar Company. The officers are: W. T. Bolon, president; and L. R. Carman, of Belmont, O., secretary. Many enthusiastic representatives were attracted from various parts of the State, among whom were Mr. Coulter, of Swisher Brothers' Factory, Newark, O.; Messrs. H. H. Kildow, of the Kildow & Lynn Company; Charles Heed, of the Heed Stogie Company, Barnesville, O., and C. E. Acton, G. W. Kelly and L. R. Carman, of Belmont, O. In all, fourteen factories in the Eleventh and Eighteenth Districts were represented. Numbered among the objects of the organization, are better legal protection from infringements and a wider range of mutual interests in all phases of the industry solidified by unity of action.

The Committee on By-Laws presented their efforts, which were unanimously adopted. Communications from Pittsburgh, Pa., and several Indiana towns engaged in stogie manufacture, were received, signifying intentions to affiliate with the Ohio organization.

After all matters of interest had been disposed of, the meeting adjourned. December 16th was the date set for the next meeting, to be held at the Rogge Hotel, Zanesville, O., at 7 P. M., at which time it is expected that representatives from Columbus, Dayton, Ironton, Greenville, New Madison, Urbana, Tiffin and other stogie towns will attend.

It is predicted that there will be a rush for admission into the organization. All stogie manufacturers or their representatives are urgently invited to attend the next meeting at Zanesville.

Advertising Is on the Increase

When approached recently relative to advertising, certain members of the Executive Committee of the Associated Advertising Club of the World, which met at Chicago, Ill., last week, stated that the same is increasing, testimony to this effect being based on the fact that already heavy contracts in various sections have been placed for the fore part of 1915.

An investigation of business conditions in one hundred and fifty cities of the United States, November 1st last, as compared with the preceding year, to ascertain whether business is on the increase or decrease, has been made by the Executive Committee of the Associated Advertisers. Although the report has not yet been completed, it is known that the retail demand for the last few months has been on a par or even a little better than that of a year ago.

Big Tobacco Firm May Locate in Reading

Rumors persist that a large cigar manufacturing firm in the Middle West is contemplating opening a factory in Reading in the near future. It was learned from the Chamber of Commerce that the firm in question is expected to announce its decision any day.

It is said that representatives of this firm, which is believed to be at present in Detroit, have been frequent visitors to Reading during the past few months and it is understood that suitable quarters have been found in that city for the location of a large factory.

The last tobacco factory burned a few days ago at Nebo, Ky. Nebo once had six factories and was once a famous tobacco town, but of recent years seems to have nearly abandoned the tobacco business.

Leaf Tobacco Notes

CONNECTICUT

Suffield, Conn.

Nearly all the tobacco in town has now been taken down and is being stripped from the stalks and placed in bundles, ready to be shipped to the tobacco warehouses for sorting. Many of the farmers who have a few days more work in stripping worked all day Sunday in an effort to get the tobacco in the bundles before it dried up. All the available help that could be secured in town was hired by the tobacco growers in the hope of finishing up the work by night. At the Karl Kulle plantation in West Suffield two wagon loads of men are carried each morning to the plantation, where 150 hands have been kept at work since the damp began a few days ago.

WISCONSIN

Edgerton, Wis.

Buyers do not seem in any hurry to contract for crops at present and some of the large firms have taken their men out of the field altogether for the present. This is unusual, as some of these operators generally take over large quantities of stock at this time, but just now they appear to be indifferent.

From all indications the new crop will yield an unusual quantity of cheaper grades, but what they will bring is problematical, as the price of old stemming stock has dropped about two cents.

Owing to broken leaf and short sizes it is hard for the buyers to tell just what percentage of available binders they will be able to pack. The crop of the Vernon County district is somewhat hail-cut and broken, so that there should be plenty of stripping leaf available after the binder crop has been purchased.

NORTH CAROLINA

Greenville, N. C.

November was a great month on the Greenville tobacco market. Contrary to the general impression that all the tobacco is out of the country, it poured into this market and farmers went home with money in their pockets. There were really only two sales days last week, but those two days meant the passing of over a million pounds from the farmers to the buyers. About the highest prices ruling were up in the forties, but averages of from twenty to thirty cents for good sized lots were not far between.

Among the November sales were a number by the different warehouses that sound good. There is much common tobacco now coming on and considerable scrap, too, which is included in the following breaks. One house sold over 100,000 pounds at an average of just a little over sixteen dollars, another sold 110,000 at just a little under seventeen dollars, another sold a little over 60,000 pounds at figures so close to seventeen dollars and fifty cents that it would pass for that, and another sold 174,957 at an average of fifteen dollars. The total sales to date have been 15,546,715 against 11,611,000 last season, the sales to date being half a million pounds more than last season's entire sales.

Trade Change in Grand Rapids

The cigar and confectionery stand in the Houseman Building, Grand Rapids, Mich., formerly managed by J. F. Morrison, has been taken over by B. J. Brogger. The stand in the Klingman Building, owned by Mr. Morrison, will continue to be operated by him during the furniture season. Mr. Morrison has purchased a goodly stock of Havana cigars and will centre his attention on the box trade.

DETROIT

(*Continued on Page 30*)

than a help; that it would not only take financial aid away from families who need it, but would also put a big obstacle in the way of many manufacturers who would find it difficult to put grown people in the places vacated by these young girls. A number of women's clubs have already sanctioned the new amendment, although they did so without giving the manufacturers' side the least consideration.

The Mazer Cigar Company announce that H. H. Lichtig will be associated with them as salesman in the Middle West after January 1st. For the past eight years, Mr. Lichtig has been selling for the American Cigar Company. He is the son of William Lichtig, factory superintendent of the Porter Street factory of the Lillies Cigar Company, and a brother to Ed Lichtig, Michigan representative for "Philip Morris" cigarettes.

A new store has opened at 527 Woodward Avenue; it is owned by Chester Massie.

Bill Freligh, representative in this territory for Best & Russell, has the cigar store concession in the Henry Clay Hotel, which has just been doubled in size. It is a family hotel and located at John R and Center Streets. "Bill" also has the drug store privilege where cigars are sold. Needless to say, that "Best & Russell" brands are being strongly featured.

"Business is holding up fine," said Mel Soper, at the Soper Segar Store. "If anything, it is getting better every day. Our interior lobby store is also doing a good business. We can't say that we have noticed any depression."

AL U. THORNBURG.

COPENHAGEN

Chewing Snuff

We guarantee Copenhagen Snuff is now and always has been absolutely pure.

It is made of the best, old, rich leaf tobacco. The Snuff Process retains the good of the tobacco and expels the bitter and acid of natural leaf tobacco, making Copenhagen the **World's Best Tobacco for Both Chewing and Snuffing.**

Whenever a dealer has any difficulty in obtaining his supply of Copenhagen Chewing Snuff satisfactorily, we will help him if he will write us.

WEYMAN-BRUTON COMPANY

50 Union Square North **New York, N. Y.**

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

"OLD DRURY" IS A SELF SELLING CIGARETTE
Willie Collier says, "Every puff a plug." Cork or plain. Write for territory. Old Drury Cigarette Co., 143 West Fortieth Street, New York City.

MONROE ADLER,
CIGAR BROKER,
186 N. La Salle St., Chicago, Ill. 6-17-he

LANCASTER STOGIE COMPANY,
MANUFACTURERS OF HIGH GRADE STOGIES,
120 Water St., Lancaster, Pa.

HIGHEST GRADE OF WHEELING STOGIES—That will please the most exacting smoker, are made by C. A. Kase, Seventh and Main Streets, Wheeling, W. Va.; Factory 33; Established 1895.

Wanted.

CASH PAID FOR CUTTINGS, SCRAPS & siftings.
Write to H. Adler & M. Meyerson, 332 E. 48th, New York

EXCEPTIONAL OPPORTUNITY with a house located near New York, manufacturing a line of broadleaf wrapped cigars, for a first-class salesman with a jobbing following on the Pacific Coast, the West, or the South. Only those with high-class references need apply. "Broadleaf", care of "The Tobacco World".

Wanted.

WANTED—Unlimited quantities of "Seed Cuttings" and "Siftings." Get our new quotations for cash. Interstate Tobacco Company, 428 East 106th Street, New York City.

IMPORTANT NOTICE TO CIGARETTE MANUFACTURERS—We manufacture cigarettes for the trade; we also supply tobacco boxes and labels 25 per cent. cheaper than elsewhere. Brands registered. Write for particulars. Live distributors wanted. The Soter Company, 235 Canal Street, New York City.

WANTED—HAVANA AND SUMATRA TOBACCO STEMS, 100-lb. bales. Give lowest price, and amount you can deliver monthly. Address Box 666, Tobacco World.

WANTED—Cigarmaker who is musician. Clarinetist preferred. Write C. W. Turner, Unionville, Mo.

For Sale.

HAVANA SHORTS—Pure Vuelta; fine aroma. Lopez, 353 E. 78th St., New York. 9-1-tf

FOR SALE—Remedios Havana shorts, pure and clean. Guaranteed A-1, or money refunded. Fifty cents per pound. Edwin Alexander & Co., 178 Water Street, New York.

No Appeal in Imperial Tobacco Company's Case

S. P. Dickson, Commonwealth's Attorney of Henderson, Ky., who prosecuted the case against the Imperial Tobacco Company, has recently issued a statement to the effect that there will be no appeal made to the Supreme Court. Mr. Dickson is in receipt of a letter from the Assistant Attorney-General of Kentucky, stating that the State has lost every point in the International Harvester case, and that if the court adheres to the doctrine announced, Kentucky is without anti-trust laws. It is further stated that no effort will be made to prevent the Imperial from buying tobacco.

Red Cross Seals on Pipes

Out in the Northwest country, a physician has recently advanced an idea for a new use of the pipe. He considers that the use of the pipe for the solace of the individual alone is somewhat selfish, and to atone for this shortcoming, he is urging that smokers of pipes buy one of the Red Cross Christmas Seals to paste on the bowl of the same. The physician thinks that by aiding this campaign fund which is used to fight the white plague, the smoker may atone for his selfishness.

At any rate, this is a new idea for raising money, but the suggestion is not offered at this time for the benefit of the Federal Government.

"IF ITS CIGAR LABELS OR CIGAR BANDS WRITE US"
K·P&V **Kaufman, Pasbach & Voice**
ART LITHOGRAPHERS.
COR. GREENWICH & MORTON STS.
NEW YORK.

Nashville Cigar Manufacturers Have Christmas Packings

Englehardt Brothers, one of the largest cigar manufacturing concerns in Nashville, Tenn., have prepared to supply demand in their locality by marketing some handsome Christmas packages containing from ten to fifty cigars.

"Englo" is the ten-cent leader of this firm, and the demands last year for this line in small packages was so heavy that the manufacturers were unable to take care of it. This year the company has made special efforts to supply the "Englo" in holiday packages holding from ten to fifty cigars each.

"La Edna" is the nickel brand of this firm and has been prepared in special packings of twenty-five and fifty cigars each for the trade at this season.

Women Roll Cigarettes for Soldiers

Rolling cigarettes for relatives, sweethearts and friends on the firing line now is the occupation of many women in London, who believe that such cigarettes will be more appreciated as Christmas gifts than packages of the ordinary manufactured brands. It is not an uncommon sight to see women rolling them in the lounge rooms of some of the widely known hotels. Many women temporarily have given up knitting to make cigarettes; nor are nicotine-stained fingers avoided, for it is considered a worthy pursuit.

Symmetry, of course, is not much in evidence in these productions, which often swell out toward the centre like cigars, but Tommy Atkins is a gracious person and probably will be able to smoke them, despite their shortcomings.

There is grumbling among some tobacconists, but in the long run they do not lose, as the tobacco has to be purchased to furnish the "makings." One philosophic manufacturer on the Strand said recently that he was pleased, because so much tobacco would be wasted in the process of manufacture that there would be an increased sale.

NEWMANN & GACH - **Fancy Connecticut Wrappers and Havana our Specialty** - **Chicago**

ENORMOUS CIGAR SALES

Reported by all users of the **New Wired Edged Crystal Cigar Box Lids,** for the past year. The Old, Clumsy, Metal Bound Lids proved an absolute failure in sales, aside of the new style lids.

IF CIGARS IS YOUR BUSINESS

The Best, Cheapest and Surest Advertising Plan ever invented or discovered to sell cigars is the **NEW LID.** It illuminates the cigars like the rays of the sun, and charms the customer by the attractive and effective display that nothing can ever equal.

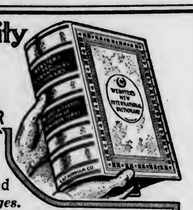
You can positively sell more cigars and yield greater profit for 10% of the advertising you are now wasting.

We wish our customers the same and more success next year, as we have enjoyed this year, which has been the greatest in our career, by the introduction of the new lid.

P. A. BECKER CO., 132 Cumberland Street, Brooklyn, New York Est. 1891

The Supreme Authority

WEBSTER'S NEW INTERNATIONAL DICTIONARY - THE MERRIAM WEBSTER



YOU Need It—BECAUSE

It defines over ***400,000 Words;*** more than ever before appeared between two covers. ***2700 Pages. 6000 Illustrations. Cost $400,000.*** It is the ***only*** dictionary with the new divided page. A "Stroke of Genius." It covers every field of thought, action, and culture; an encyclopedia in a single book. Type matter equivalent to that of a 15 volume set.

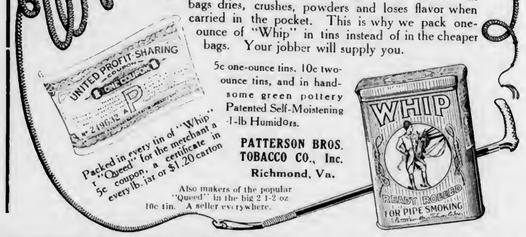
TO KNOW means to **WIN SUCCESS.** Let us tell you about this supreme authority for all who use English.

WRITE for specimens of the new divided page, illustrations, etc. Mention this publication and receive FREE a set of pocket maps.

G. & C. MERRIAM CO., Springfield, Mass.

Whip Ready Rolled Tobacco

DO A GOOD TURN TO SMOKERS WHO buy tobacco by the bag. Recommend "Whip" to them in the 5c one-ounce size. Tobacco sold in bags dries, crushes, powders and loses flavor when carried in the pocket. This is why we pack one-ounce of "Whip" in tins instead of in the cheaper bags. Your jobber will supply you.



5c one-ounce tins. 10c two-ounce tins, and in handsome green pottery Patented Self-Moistening 1-lb Humidors.

Packed in every tin of "Whip" a "Queed" for the merchant a 5c coupon, a certificate in every lb. jar or $1.20 carton

PATTERSON BROS. TOBACCO CO., Inc. Richmond, Va.

Also makers of the popular "Queed" in the big 2 1-2 oz. 10c tin. A seller everywhere.

Exact Fac-simile of the Government Stamps on Cigars, Cut Tobacco and Cigarettes, issued by the Government of the Republic of Cuba, according to the Law of July 16th, 1912.

THE ABOVE STAMP IS USED FOR CIGARS AND CUT TOBACCO

All manufacturers are compelled to affix these Stamps on all boxes of Cigars, packages of Cut Tobacco, as well as packs of Cigarettes, which are manufactured by them, and which constitute an absolute guarantee to the smokers, that the Cigars, Cut Tobacco or Cigarettes contained therein, are of Genuine Cuban Origin, made by Expert Havana Cigarmakers and Tobacco Workers.

THE ABOVE STAMP IS USED ON ALL PACKAGES OF CIGARETTES

The COLOR of THE ABOVE STAMPS is GREEN

M. E. Caule, 156 Water Street, New York, Representative for the United States, of the Union of Manufacturers of Cigars and Cigarettes of the Island of Cuba, is duly authorized to prosecute any falsification, or colorable imitation of the above stamps by law with the assistance of the Cuban Minister at Washington.

HAPPYLAND

We live but once. Let us partake of Earth's Good Things as we travel this road that leads to a Far-off Country. Verily, Fellow-pilgrims, Life is Happyland for him who smokes

EL ROI-TAN

Most all dealers sell the **Roi-Tan.** The dealer who does **not,** hurts himself—because **Roi-Tan** is more often called for than any other cigar.

Modern merchandising requires getting maximum efficiency out of capital by quick-turning goods. The **Roi-Tan** fills the bill perfectly, because it is the **fastest** seller in the world.

Mr. Dealer, count the calls for Roi-Tan

Cremo is the year round favorite of many smokers because the Cremo quality suits their taste

5¢

Cremo CIGAR

SOMEBODY said: "Success comes in cans and failure in can'ts." Thar's success in every can o' VELVET.

Velvet Joe

MR. Dealer, what are you doing to get your fair share of the success that VELVET is making?

You sell VELVET to anybody that asks for it?

Of course, but what are you doing to ***make*** them ask at ***your*** store instead of the store around the corner?

Just you try a VELVET display in your window.

That will remind every VELVET smoker who passes your place that he ***needs*** some VELVET.

10c Tins, 5c Metal-lined Bags

One Pound Glass Humidors

½ Actual Size

Liggett & Myers Tobacco Co.

JOHN F. HEILAND & CO.
Lancaster County Fancy B's
LANCASTER, PENNA.

J. K. LEAMAN
Packer of and Dealer in **Leaf Tobacco**
Office and Salesroom
110-112 W. Walnut St., LANCASTER, PA.
Warehouse: Bird-In-Hand, Lancaster Co., Pa.

E. L. NISSLY & SONS
GROWERS AND PACKERS OF
CHOICE CIGAR LEAF TOBACCO
Packing Houses: Lancaster, Florin. Main Office: Florin, Pa.
Critical Buyers always find it a pleasure to look over our samples
Samples cheerfully submitted upon request.

B. F. GOOD & CO.
PACKERS AND DEALERS IN *Leaf Tobacco*
NOS. 49-51 WEST JAMES STREET
LANCASTER, PENNA.

MILTON H. RANCK
Packer and Dealer in
Domestic Leaf Tobacco
Office: Cor. Duke and Chestnut Streets
LANCASTER, PENNA.
Packing Houses: Strasburg and Lancaster

Jacob Bowman & Bro.
Dealers in and Packers of
LEAF TOBACCO
Penna. and Ohio Tobaccos a Specialty
226-230 East Grant Street, Lancaster, Penna.

John F. Nissly & Co.
Packers and Dealers in
LEAF TOBACCO
And Importers of HAVANA
No. 143 Market Street, Lancaster, Pa.

THE YORK TOBACCO CO.
Packers and Jobbers in All Grades of **LEAF TOBACCO**
Office and Warehouse, 15 East Clark Avenue, YORK, PA.
MANUFACTURERS OF CIGAR SCRAP TOBACCO

J. U. FEHR & SON
Packers of Fine Cigar Leaf
Fancy, Lancaster County B's and Tops a Specialty
135-141 Maple Street, Reading, Penna.

Established 1890 Correspondence Solicited
KEYSTONE VARIETY WORKS
HANOVER, PENNA.
Cigar Ribbons, Silk Imitation and Muslinola Ribbon Printed or Stamped in Gold or Silver
Labels. Stock Cards. Give Us a Trial. We Want Your Opinion

ESTABLISHED 1877 NEW FACTORY 1904
H. W. HEFFENER & SON
Steam Cigar Box Manufacturers
AND MAKERS OF
Patented Wire Bound Shipping Cases
HOWARD & BOUNDARY AVE. YORK, PA.

For Genuine Sawed CIGAR BOXES, Go to Established 1880
Keystone Cigar Box Co., Sellersville, Pa.
Our Capacity for Manufacturing Cigar Boxes is Always Room for One More Good Customer
MONROE D. SELLERS, SELLERSVILLE, PA.

J. F. Reichard
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